

CHEMIST & DRUGGIST

The newsweekly for pharmacy

a Benn publication

November 8 1980

**Survey finds
public have
confidence
in safety of
medicines**

**Opening
of new
pharmacy
building at
Queen's**

**Council acts
on BRM
resolutions**

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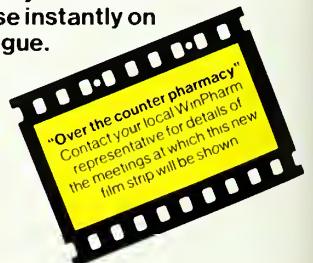


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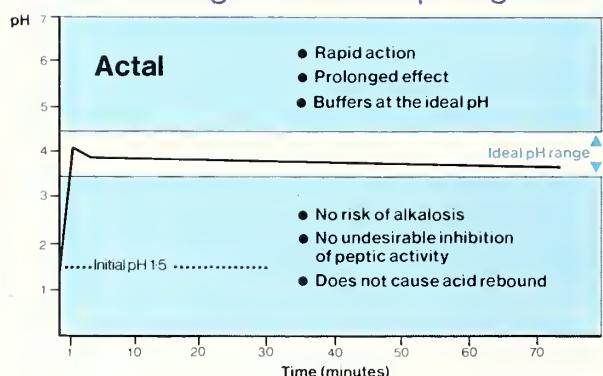
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CHEMIST & DRUGGIST

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COMMENT

Help needed

Next February the voluntary scheme under which pharmacists dispense analgesics in child resistant containers will be extended to all dispensed solid dose medicines.

Unfortunately it looks as though pharmacists will have to go it alone in explaining the changes to patients, for little help appears to be forthcoming from the Department of Health which, in principle, is supporting the scheme.

The National Pharmaceutical Association has agreed with the Department to distribute chemists' counter cards carrying the message: "Safety of medicines: All prescriptions for tablets and capsules will be dispensed in child-resistant containers. Please ask how to use them. If you want an ordinary container, please ask when you hand in your prescription."

The NPA had hoped that the Department would organise the production of these cards but little progress has been made; their provision is still waiting for Ministerial approval and a Department spokesman had "no idea" when this was likely to happen.

In 1969, the Department held a successful Press conference to inform the public about the new 5ml plastic spoons, and the NPA has approached the Department for similar help on this occasion. But again, the chances appear remote. A spokesman told C&D that no conference was planned yet and, although Press conferences could be organised almost the day before, in this case it was unlikely because of the expense. There was a slight possibility that the Department might send out a Press notice but he did not sound too hopeful.

Experience in the United States

suggests that, to be successful, any moves to prevent child poisoning by use of CRCs needs to be backed by extensive public education. According to a recent issue of *American Pharmacy*, the Glass Packaging Institute in Washington DC has been carrying out a massive campaign over the past six years to increase consumer acceptance of CRCs. The "be kind to CRCs" message has been delivered to an estimated 80 million households via the television and radio, and a booklet "Tips on child safety" offered through magazines.

John B. Carroll, vice-president of the GPI committee supervising the programme, is quoted as saying that the campaign has had a direct impact on the relationship between health care professionals and their patients, so much so that "many in the health care industry would agree that complaints about CRCs have been dropping as dramatically as the child poisoning rates."

Fortunately for UK pharmacists, at least one manufacturer of CRCs is planning to help next February by providing new leaflets explaining how the containers work. And, despite rumours to the contrary, the major manufacturers say there should be no supply problems following the increased demand for these closures.

Hopefully, it is not too late for the Department to rally round and give its full support to what it presumably believes is an essential step in the interests of child safety. ■

Survey shows public confidence in drugs

There is no widespread anxiety about the safety of medicines among the general public according to a survey carried out for the Association of the British Pharmaceutical Industry. Eight out of the 10 patients interviewed were generally confident in the safety of medicine prescribed, with only one in ten saying directly that they were not confident.

There was a general opinion, however, that more money is spent on the drug bill than the 10 per cent of total NHS spending it actually consumes. The figure was put as high as 35 per cent among the public and among a cross-section of doctors the percentage was 23. But the majority of the public do not believe the cost of drugs is excessive considering the money spent on research.

Of the general public 60 per cent disagreed with a state takeover of the pharmaceutical industry. Doctors showed a similarly positive attitude towards the industry, particularly in a belief in the advantages of free competition. Paradoxically, however, doctors were found to be critical of the number of "me-too" drugs and were largely ignorant of how the introduction of a new product is regulated and how medicine prices are controlled.

On balance they were not averse to more patients being able to learn more about prescribed medicines via the media, but were dissatisfied with the current quality of the comment provided. But whereas 74 per cent of the doctors thought media comment concerning prescribed medicines was not "accurate or trustworthy", 72 per cent of the public thought it was.

Conversely, doctors were shown to be very satisfied with the information they receive from pharmaceutical

manufacturers, whereas 29 per cent of the general public would like "much more" information concerning medicines; 49 per cent were satisfied with the current information and 21 per cent would like a "little more".

Against a background of declining confidence in the NHS, from both the public and doctors, a majority of doctors believe that advances in medicine will make an "exciting" contribution to health care in the future, and that advances in chemotherapy will be more significant than advances in surgery.

MIL Research Ltd surveyed 384 men and women from the public and 93 doctors—47 GPs and the remainder working in hospitals. ■

Irish can supply contraceptives

Pharmacists in Ireland are now able to supply contraceptives.

The Health (Family Planning) Act 1979 came into effect on November 1 and allows pharmaceutical chemists legally keeping "open shop" to supply contraceptives on the prescription or authorisation of a registered medical practitioner. All contraceptive sales were previously prohibited under the Criminal Jurisdiction Amendment Act.

However, because the Act applies to individual pharmacists "keeping shop" this means that limited liability companies will not be entitled to supply contraceptives. A licence will also be required for importing or wholesale distribution of contraceptives and both companies and individuals will be eligible to apply for this. The Act also means that family planning

clinics will no longer be able to supply contraceptives directly and that clinics providing a family planning service which includes advice on "artificial" contraception must be licensed by the Minister of Health.

The existing clinics are objecting to the Act and some are continuing to supply contraceptives. It is thought by several people that the legislation is unconstitutional and that the whole issue will have to be referred back to the Supreme Court. ■

Thyroxine changes

The Department of Health has issued a reminder on the change of potency of thyroxine tablets. From December 1, when the new 1980 BP monograph comes into force, the revised strength tablets must be dispensed.

Manufacturers have agreed to supply the BP 1973 tablets until the end of November, and the BP 1980 tablets must not be dispensed before December 1 unless specified.

Tablets meeting the new standard will not differ from the present tablets in size or labelled content but the labels will indicate that they are of "revised strength." Pharmacists should include the date of dispensing on the label and, as an additional aid to identification, the words "BP 1973" or "BP 1980", from now until at least the end of June 1981.

Revised strength tablets, containing 11 per cent more thyroxine sodium anhydrous and labelled "Thyroxine tablets BP 1980" 50 or 100 mcg, will be available this month from various manufacturers. Thomas Kerfoot are to market a 25mcg tablet from November 17 to enable prescribers to make small changes in dose of thyroxine.

The Department says that, although it does not anticipate pharmacists receiving FP10s for the 25mcg strength before December 1, supply should be made if required and payment will be according to category 5 of the Drug Tariff Appendix (p178). ■



This Pharmacy Mate closure, available in the United States, is a reversible screw-on cap that can function as a child-resistant or conventional closure. When fitted as in the picture left, the cap cannot be unscrewed until the tab is pressed down. The same cap reversed (right) operates as a conventional closure. The container eliminates the need to keep double stocks of both CRCs and conventional containers. It is manufactured by M&M Plastics Inc, Chattanooga, Tennessee 37406

The right to refuse a prescription

The Pharmaceutical Society's Council has confirmed its view that a pharmacist has the right to refuse to dispense a prescription on the basis of professional judgment. This view is expressed in the Council's interim report on the resolutions passed at the 1980 branch representatives meeting (C&D, May 31, p945).

Council points out that in exercising any professional judgment the pharmacist is accepting the legal and other consequences, but adds that the prime responsibility is to the patient and that the pharmacist should decide whether the patient would be at risk if the prescription was dispensed.

Council has also decided that when a complaint is made to the Statutory Committee, the complainant's name should not be disclosed. The reason given is that enforcing the legislation imposed upon the Society would become more difficult, if not impossible, if sources of information were disclosed. This is backed by a House of Lords' ruling that where a body has statutory duties imposed upon it, confidentiality about informants and information could be maintained and that this was in the public interest.

A resolution calling for a limited relaxation of the POM list has been referred to the working party set up to consider the response to symptoms in general practice pharmacy, due to report this month. ■

Product liability

The Government is to seek changes in proposals made by the EEC Commission on product liability.

Mrs Sally Oppenheim, Minister for Consumer Affairs, said in the Commons this week that the aim would be to secure a fair balance between the interests of consumers and producers. She underlined the Government's intention to press for inclusion of a "state of the art" defence for the drug industry. ■

'Which?' reports

Which? has voted the Agfamatic 3000 flash camera the best 110 camera in the middle-price range. The camera produced good pictures for most users.

The November issue of *Which?*,



published by the Consumers' Association, looked at fifty 110 cameras in all. Also "worth thinking about in the middle-price range were the Agfamatic 4000 flash, Minolta Weathermatic-A, Kodak Tele-Ektralite 600 and Vivitar Tele 835AW.

In "cheap cameras" the Kodak Stylelite was considered good value, with "worth thinking about" the Agfa Colour King 200, Agfamatic 2008, Kodak Ektra 200, and Kodak Ektra 250.. In "expensive cameras" the Canon 110ED-20, Minox 110S and Pentax Auto 110 were considered "good but pricey."

Which? also tested contact lens soaking solutions to see how effectively they disinfected lenses. Cleaning and wetting solutions were tested for preservative "to check how likely they were to remain sterile once opened."

The following gave the best results: Hard lenses, soaking—Barnes Hind cleaning and soaking, Contactasoak, Contique cleaning and soaking; cleaning—LC-65, Amiclean solution, Titan; wetting—Amilis, Dual Wet, Transol; rewetting—Liquifilm tears. Soft lenses, soaking—Contactasoak, Hexidin, Combiflex, Flex-care, Flexsol; cleaning—Amiclean solution, Barnes Hind cleaner no. 4, Lensept, Hydroclean; rewetting—Hydrosol. ■

Mistakes on card

The display card about pre-payment certificates, issued to contractors by the PSNC this month, contains mistakes.

The final sentence should read: "Elastic hosiery is charged at higher rates: £1.60 per pair (£2 from 1.12.80) for elastic anklets, leggings, knee-caps or thigh pieces; £3.20 per pair (£3.20 from 1.12.80) for elastic stockings (thigh, above knee or below knee); these are also free if you have a pre-payment certificate".

The PSNC suggests that contractors wishing to display the card could cut it just above this incorrect sentence. ■

World ski cup for pharmacists

The next annual world ski cup for pharmacists and doctors will be held in Zinal, Switzerland, March 16-21, 1981.

The pharmacists' events will take place on March 16-17 and the cross-country skiing will be on March 21. A Brighton pharmacist, Mr C. A. Haycocks, who won a bronze medal at this year's championship, is hoping to organise a British team. He may be contacted via Gowers Chemists, Elm Grove, Brighton, Sussex. ■

Tenterden dispute

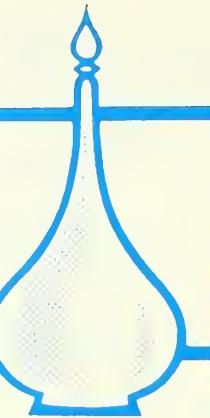
NHS Regulations appear to preclude Tenterden dispensing doctors from reclaiming payments withheld by Kent FPC.

The FPC has refused to approve payment for prescriptions dispensed for patients not on their dispensing lists when the prescriptions were dispensed, ie since October 1979. It is understood that sums of around £13,000 are involved. The doctors have made representations to the FPC.

However, Regulation 33 of the NHS (General Medical and Pharmaceutical Services) Regulations 1974 requires an FPC to recover payments made in error or payments that were not due, and neither the FPC nor the Secretary of State has the power to waive this requirement. Mr Alan Smith, chief executive, Pharmaceutical Services Negotiating Committee, told C&D that the Department of Health had replied to this effect on a previous occasion when the recovery of rota payments made in error to a pharmacist was queried. The same Regulations also prevent doctors accepting additional fees for treatments other than for certain specified exemptions. ■

Chemist Assistant Of The Year COMPETITION

JOINTLY SPONSORED BY NPA Products



Two more through to the final

Two more regional finals in the *C&D* Chemist Assistant of the Year competition have now been held and the winners join contestants already through to the final to be held in London on November 27.

At the Glasgow regional final the first prize went to Mrs Agnes Heaney of A. Bryson, MPS, 34 Main Street, Village Cumbernauld; second place to Mrs June Parker (Murdoch Chemists Ltd, 118 Shore Street, Gourock, Renfrewshire) and third to Miss Jean White (F. A. Parkinson Ltd, 7 Moss

Street, Paisley, Renfrewshire). The prize in the 19 and under category was awarded to Miss Carolyn Shaw (W. L. C. Imrie, FPS, 41 Sinclair Drive, Glasgow).

The North West regional final, held at Cockermouth, saw Mrs Sheila Hartley (W. Doherty Pharmacy, 16 Crescent Road, Windermere) win the regional final for the second year running. Second place was awarded to Mrs Elizabeth Sandford (James Walker [Annan] Ltd, 37 High Street, Annan) and third prize went to Mrs Heather Fisher (W. Doherty Pharmacy, 16 Crescent Road, Windermere). The competition is sponsored jointly with NPA Products. ■



1

1 The winners of the Glasgow regional final and (2) the participating contestants. At Cockermouth Mrs Sheila Hartley won the regional final for the second year. Mrs Hartley is pictured with the second and third prizewinners (3) and the regional finalists (4)



2



3

▼ 4



'Sheer folly' to mix driving and cannabis

Two speakers at the Pharmaceutical Society's Welsh Executive conference, held last week, outlined the dangers of driving while under the influence of cannabis.

Speaking under the title "Decriminalisation of cannabis?" Dr Frank Fish, dean of the London School of Pharmacy, said that there was much evidence that cannabis-taking adversely affected performance in driving vehicles. This was one of the most crucial issues to be considered before there was any relaxation of cannabis control.

"It is not a question of cannabis or alcohol; it would become, increasingly, alcohol and cannabis, and their effects are additive," he said. "Society already pays dearly in many ways for the misuse of alcohol and much too dearly for the mixing of drink with driving. In my opinion, adding cannabis to the mixture would be sheer folly."

Dr Fish listed the arguments which had been put forward for decriminalisation of cannabis in the USA and said he took issue with some of them. Nowhere had there been measures which made possession or use of the drug legal. Cannabis had not been given a clean bill of health and remained on trial, he added.

Dr J. D. P. Graham, emeritus professor of pharmacology, Welsh National School of Medicine described the effects in heavy users and said that there was no evidence of "remarkable morbidity to health, no physical deficit, no deaths attributable to the drug." Some reports claimed no detectable mental defect, he said, while others expressed doubts about assessing persons of alien culture by western-style tests. He added that there had been no confirmation of "shrinkage of the brain" in chronic cannabis smokers.

Cannabis produced a reversible psychic effect which was difficult to describe in conventional terms—mainly sedative and tranquillising, Dr Graham said and while some workers had demonstrated a sharpening or extension of the senses, more often a loss of concentration, psychomotor skills, and immediate memory recall was reported. "Certainly no-one should be in charge of a motor vehicle while under its influence," he said.

Mr J. Bloomfield, treasurer, Pharmaceutical Society and chairman of a Home Office working party on cannabis, advocated caution in any approach to the relaxation of controls over cannabis until more was known about the effects of long-term use. ■

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Emulsion Liquid Paraffin BPC
Emulsion Liquid Paraffin and
Phenolphthalein BPC
Extract Liquorice Liquid BP
Eye Drops A
Sulphate B
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Injection Phenol Oily BPC
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Normal Saline Solution
Water for Injections BP
Kaolin Light BP
Linctus Codeine BPC
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Linctus Squill, Opate BPC
Linctus Squill, Opate BPC
Paediatric BPC
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Magnesium Trisilicate BP
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Mixture Ammonium Chloride
and Morphine BPC
Double Strength
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Pripsen

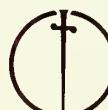
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TOPICAL REFLECTIONS

By Xrayser



Last week (p708) newly-created Sangers Agencies reported "very substantial business", but they have not forgotten their first invoiced customer. Here, Mr D. N. Duff, MPS, receives a tree Christmas hamper on behalf of Woods of Kilmarnock. Right is Mr Stewart Chambers, the Agencies sales director, and left, Mr Nick Pope, northern regional manager

Three accused in perfume fraud

Three men have been accused of conspiring to defraud Chanel Ltd by producing fake Chanel No. 5.

The prosecution alleged last week, at St Albans Crown Court, that the man behind the fraud was a market trader, Stephen Jory, who, they claimed, said he had made about £35,000 in the process. Mr Jory, Stoke Newington, and Ernest Collins and Jeffrey Dent, Ilford, all deny conspiring to defraud Chanel. Two of the defendants, Ernest Collins and Jeffrey Dent, were acquitted earlier this year (C&D September 27, p478) of conspiring to produce replicas of Joy perfume.

Mr James Wadsworth, prosecuting, said the conspiracy, which had run from 1973 until 1978, involved hundreds of thousands of bottles. "Jory was involved from the start to the finish and was the man who really did virtually all the organising," Mr Wadsworth continued, saying that the fake bottles were virtually identical to the real thing, with just small differences in the packaging. But the public were being cheated, and many customers were dissatisfied with the perfume. The bottles they returned to Chanel were fakes. The trial continues. ■

■ The Home Secretary issued a direction on November 7 prohibiting Nicholas Draper BDS, a dentist, of 38 Goodall Street, Walsall, from having in his possession, prescribing, administering, manufacturing, compounding and supplying, and from authorising the administration and supply of any Controlled Drug within the meaning of the Misuse of Drugs Act 1971. ■

CRCs again

I see that our old friend Mr Ennals, MP, has announced his support for a campaign to make child resistant closures compulsory for all potentially dangerous chemicals in everyday use—things like turps, bleach, and disinfectants. He added that he would like to recommend that safety packaging legislation be extended to a wider range of drugs too, because there had been a "dramatic" reduction in child poisoning since 1976.

I am not all that convinced that the drop has been dramatic nor do I believe that it is due to CRCs directly, but I think the educational programmes and public relations work we have undertaken over the past four years, with industry, combined with the irritation of unopenable lids, have brought about a new awareness of the danger of leaving potent substances lying around where children can get at them. In this sense the CRCs have had some success. So let me make clear that my irritation, common to all who have had to open the unopenable brands, does not extend to the excellent Clic-loc caps which I provide from my pharmacy when appropriate.

Union strength?

Come join us... and get the strength of the union around you. So, in essence, reads the proposition from the ASTMS Retail Pharmacy Guild. Gilded words, I am afraid, on a base of spelter and not, alas, pure gold, for a moment's thought on the sad history of retail pharmacy with its inbuilt dichotomies of interest between private and company approaches and professional and retail interests means that the only real weapon of the unions, "The Strike," is a non-runner. And since the blatant bludgeon is no use, persuasion and negotiation by the PSNC, is not only logical, but inevitable.

Skilled public relations and the expertise gained by that body and its permanent officials have transformed it into a unified negotiating machine with no diversity of interests to distract its energies from its sole purpose. But if you have £24 to throw around, send some to the Pharmaceutical Society PR department, some to the PSNC PR department, and the rest to me, for I

promise you it would be far better spent to your benefit than way than giving it to a union shortly to be engaged in a desperate fight to save the jobs of its members who are part of this country's top-heavy bureaucracy.

Stop!

The earth rolls round the sun and the moon trundles round the earth and the little human ants look up and marvel at the unchanging security of it all. Things seem stable when we think of the physical basis of life, but occasionally we read a little paragraph or hear a snatch of a programme which chills us with a sense of danger.

I read last week an article in *C&D* headed "Aerosol disposal made safe" which said that Metal Box had developed a safe and efficient system of shredding pressurised aerosol cans, from which process the "off-gases" are discharged into the atmosphere in an environmentally approved way from a 40ft high stack. There was some talk about explosion protection from inflammable propellants such as butane as well, but I was left with the thought of those gases being discharged into the atmosphere. Then I realised that this is what aerosols are designed to do anyway, and began to think of the foolishness which underlies so much of our Western innovative economy. It is as if we are too clever to reverence the delicate balance of nature which made life possible, and so are doomed, because little by little we are changing, for example, the balance of gases in the atmosphere which could profoundly affect the prospect of human life in the millenia ahead. Clever children—but irresponsible?

Down boy

Pride goeth... Was it I who boasted that his turnover had held up to a surprising 29 per cent above last year? I wish I'd kept quiet, because having worked my way carefully up to date I have to report that after an initial gratifying increase, my figures have declined so that I am barely hitting last year's for this month so far.

People are spending what they have to, and where a price has risen fast, they are buying the next size down in the range. I see no bonanza when the script charges go up either. ■

Plugging the leakage of NHS finance

So Mr Patrick Jenkin is setting up "an informal working group" to help bring the NHS drug bill under control (*C&D*, October 18, p 652).

May I give Mr Jenkin a simple suggestion from a rural pharmacist for the saving of a few million for a start?

If the leakage of money through extravagant prescribing can be likened to water in a cracked wash basin, do you not think, Mr Jenkin, that the best way to check the outflow is first to insert the plug and only then to apply the Polyfilla of advice and information to stop the lesser leaks?

To make my metaphor quite clear, the water flowing out of the plughole represents the abuse of the dispensing doctors' contract which invites the rural practitioner to prescribe and dispense as expensive a medicine as he can justify.

If proof of this is sought, our Secretary for Social Services can call some 2,000 rural pharmacists to bear witness. If the defendants in this gentlemanly trial by prescribing study do not relish the idea there is the alternative of consulting "The OHE Compendium of Health Statistics" for 1979. Section 4, p15 tells us that between 1967 and 1977, when the element of profit first undermined the Hippocratic ideal, there was a numerical crescendo of Drug Tariff doctors and a corresponding diminuendo of capitation fee doctors.

In collecting this summary of evidence before the working group meets, details of the excess costs can be found from the Prescription Pricing Authority. It is unfortunate that the pharmacist, excluded initially, pops up here whether invited or not as the officer-in-charge of that highly informative data bank.

Why should the dispensing doctor be so prodigal? Perhaps we all would if an extra £2,000-£4,000 on top of the existing £16,000-£20,000 ensued. This represents a boarding school, the pony club for at least one child, possibly a trip to Europe for the parents.

Your rural correspondent is neither jealous nor disgruntled. He receives an extra £2,000 a year in rural subsidies for not dispensing the items provided by the neighbouring doctors. Outside the NHS contract enough accrues from the village pharmacy for him too to visit his friends in France and Germany.

Was his patient due for a sticky finish, our subscriber wonders?

Here he learns that the "pro-pharmacien" in rural France dishes out a few remedies illegally for extra money. In Germany Herr Doktor flogs his samples to uninformed patients with the same motive.

Only in Great Britain is the medical profession given *carte blanche* to augment the rural practitioner's income and pension under the terms of an open ended contract defended by the contractors and their union (or is it an association?) whose predictable reply to criticism tends to be "We are doctors, we serve the patient, we claim any perks as the reward of devotion to duty to a public who ought to be grateful."

Mr Jenkin's anxiety to avoid "dictating to the doctors" is incompatible with Mrs Thatcher's and Sir Geoffrey Howe's pursuit of the monetarist goal. Recesssion or not, we are all much better off than we were when the NHS started 32 years ago.

Is it not time that the prescriber was dissociated from dispensing entirely, that the dispensing of prescriptions was averaged into pharmaceutical units averaging 3,000-4,000 items per pharmacy per month in town or country, that doctors practised medicine as we practise pharmacy for a fair reward and that both professions worked in harmony, aided by computers to give effective medication on prescription or over the counter for all our illnesses, serious or mild. Only then will we all participate in the cost cutting process, by the exercise of eclecticism, in collaboration and without dictatorship.

Rural pharmacist

Implications of notional pricing

I find Mr Clive Caplan's letter in your issue of October 25 quite astonishing, demonstrating, as it does, a complete misunderstanding of the implications of notional pricing.

Let me, once again, re-state the facts of the situation: when manufacturers decided to reduce wholesaler discounts, the latter group had a choice of two options. Discounts given to the pharmacist could be reduced from their existing levels, or prices could be raised by notional pricing and the existing discount structure to the pharmacy maintained. We, with some others, took the latter course.

The practical effect of these two

No. of days treatment NB Ensure dose is stated	[NP]	U
Polyestol Plus -		
	50ml	
Sig. TDS		

types of action is exactly the same—ie a smaller discount or a higher price followed by a larger discount. A wholesaler applying notional pricing is not, as Mr Caplan states, "charging him one penny more", he is simply raising the invoice price and then discounting the statement, much more than covering the original surcharge.

Any "damage" that has been caused to Mr Caplan's business by this practice is exactly the same damage that has been caused by the wholesaler who is not notionally pricing reducing the discount he is giving. If Mr Caplan was previously receiving an overall discount of (say) 8 per cent from his wholesaler, he will now probably be receiving about 6 per cent, but it will be the same effective discount whether the wholesaler is notionally pricing or not: the economics of every wholesaler are the same.

The third paragraph of Mr Caplan's letter suggests that he has not read my statement at our recent AGM: on this subject I stated that a number of pharmaceutical manufacturers had reduced their margins to the wholesaler on the principle that "if the wholesaler can afford to discount to the pharmacist, he can work on a lower margin from us".

I went on to point out that this shows a misunderstanding of the basic principles of business—one of which is that anybody selling goods can afford to work lower margins provided that commensurately higher sales volumes can be thereby generated. This is exactly the position of the pharmaceutical wholesaler. With largely fixed overheads, profitability lies in volume—and, if he can get volume, he can afford to discount.

This part of my statement referred simply to the economics of the wholesaler, Mr Caplan has transferred my remarks to the economics of the retailer. But, though it is out of context, exactly the same thing applies, on the OTC side of his business, to the retailer: he also has largely fixed overheads, and if he can afford to sell at lower prices; this is, of course, the basis of such schemes as Numark, Vestric Vantage, Unichem offers etc.

Finally, may I reiterate the simple facts of the present wholesale situation: all wholesalers have, in the light of the reduction of their margins from the manufacturer, reduced the discounts which they give to the pharmacy. Notional pricing has no effect whatsoever on the final overall discount given to the pharmacy—it is simply a different way of arriving at the same discount as is given by the wholesaler who is not using this pricing method.

A. R. Ritchie
Chairman
Macarthys Pharmaceuticals Ltd

PREScription SPECIALITIES

Forrest X-ray prep kit

Distributor Schering Chemicals Ltd, Pharmaceutical Division, Burgess Hill, West Sussex RH15 9NE

Description Kit comprising three yellow, enteric-coated tablets each containing bisacodyl 5mg; one suppository containing bisacodyl 10mg in a cocoa-butter base; sachet of powder which produces 12g magnesium citrate in aqueous solution, equivalent in alkalinity to magnesium oxide 3.9g
Indications For preparing the patient for all radiological examinations requiring a completely evacuated bowel. May also be used before colorectal surgery

Dosage On the day preceding the examination, a high-fluid, low-residue diet is begun at noon, the magnesium citrate solution is prepared before 6 pm and taken at 8 pm, and the three bisacodyl tablets are taken at 10 pm. This applies to both IVP and barium enema patients. On the examination day, no food or drink should be taken before an intravenous pyelogram.

Before a barium enema, the bisacodyl suppository should be administered at 7 am. No food should then be consumed until after the examination but plain water may be drunk

Precautions The dosage of bisacodyl tablets and magnesium citrate solution may be reduced for very ill or very thin, elderly patients

Packs 50 kits (£4.50 trade)

Supply restrictions Pharmacy only

Issued November 1980 ■

Chenofalk capsules

Manufacturer Armour Pharmaceutical Co Ltd, Hampden Park, Eastbourne, East Sussex BN22 9AG

Description Two-tone blue capsules, overprinted "Armour" containing chenodeoxycholic acid 250mg

Indications Dissolution of radiolucent cholesterol stones in a functioning gallbladder

Dosage The recommended dose is 15 mg/kg per day. Usual daily dose for an average weight adult is three to five 250mg capsules, in divided doses. If possible, the evening dose should be larger than daytime dose, as bile tends to become more lithogenic at night. Dissolution of stones may take up to two years, depending on size. Maintenance therapy is recommended

for three to six months after apparent dissolution and this can be regular treatment at a reduced dose, intermittent treatment with a standard recommended dose, or complete cessation of treatment but with regular monitoring by cholecystograms

Contraindications Treatment of patients with radio-opaque calcified gallstones, a non-functioning gallbladder, biliary colic, biliary obstruction, chronic liver disease, liver cirrhosis, gastric or duodenal ulcer, inflammatory bowel disease. Use in pregnancy is to be avoided and should pregnancy occur during treatment, Chenofalk should be immediately discontinued

Precautions Women taking hormonal contraceptives should only be treated at the direction of a physician who should monitor hepatic function. Although there is no clinical evidence of adverse interaction between Chenofalk and steroid oral contraceptives, in theory the rate of dissolution may be retarded. Cholestyramine or aluminium hydroxide may interfere with the absorption of Chenofalk

Side effects Diarrhoea may occur initially but will usually stop on reduction of dosage. The dose may then be gradually increased to an optimal level. Pruritus and a transient rise in liver transaminases have been reported

Packs 100's (£31.26 trade)

Supply restriction Prescription only

Issued November 1980 ■

Hibidil sachets

Manufacturer ICI Ltd, Pharmaceuticals Division, Alderley House, Alderley Park, Macclesfield, Cheshire

Description Pink, sterile, aqueous solution containing chlorhexidine gluconate 0.05 per cent. Equivalent to 1 in 2000 Hibitane

Indications Antibacterial agent for general antiseptic purposes.

Recommended for swabbing wounds and in obstetrics

Dosage Use undiluted. For topical application only

Contraindications For external use only. Not for injection. Should not come into contact with the brain, meninges or middle ear

Precautions When used in aseptic procedures disinfect the outside of the sachet before opening. Discard any surplus immediately after use

Packs 250 x 25ml sachets (£19.95 trade) 60 x 100ml (£11.45 trade)

Supply restrictions Pharmacy only.

Initially, to hospitals only
Issued November 1980 ■

X-Vac emulsion

Distributor Schering Chemicals Ltd, Pharmaceutical Division, Burgess Hill, West Sussex RH15 9NE

Description Clear, red emulsion containing arachis oil 0.25 per cent

Indications For producing contraction of the gall-bladder during radiography of the gall-bladder and bile ducts

Dosage 50ml orally followed by a further 50ml after 20 minutes, if necessary

Pharmaceutical precautions Preferably store between 8-15° C

Packs 1 litre (£4.50 trade)

Supply restrictions Pharmacy only

Issued November 1980 ■

Phyllocontin coat

Phyllocontin Continus tablets are now film-coated. This has resulted in a slight reduction of the pale yellow colour. The tablet shape is unaltered, as are the tablet markings. Phyllocontin paediatric Continus tablets are already film-coated. *Napp Laboratories Ltd, Cambridge Science Park, Milton Road, Cambridge CB4 4BH.* ■

Ortho-Novin style

The packaging of Ortho-Novin 1/50 tablets has been changed to the new "house-style" incorporating diagonal stripes on white ground. An additional pack has been introduced containing three 21-tablet strips (£1.47 trade). Old-style packs will not be accepted back for credit. *Ortho Pharmaceutical Ltd, PO Box 79, Saunderton, High Wycombe, Bucks HP14 4HJ.* ■

Zymafluor changes

Tartrazine has been removed from Zymafluor 1mg tablets resulting in a colour change from yellow to greyish-yellow. The pack size has also been changed with the 250-tablet packs replaced by 100-tablet packs (£0.50 trade). *Zyma (UK) Ltd, Hurdsfield Industrial Estate, Macclesfield, Cheshire SK10 2LY.* ■

continued overleaf

COUNTERPOINTS

Renown squashes for diabetics and slimmers

Renown Products are marketing a range of squashes for diabetics and slimmers. The range consists of 2 litre packs of whole fruit orange drink and whole fruit lemon drink (6, £3.54 trade), lime juice cordial (6, £4) and blackcurrant flavoured drink (6, £3.48).

Direct deliveries can be made to

PRESCRIPTION SPECIALITIES

Riddell inhalers taken over

Seaford Laboratories Ltd took over the inhaler business of Riddell Products Ltd on November 3. Dritax inhaler and Riddopan pocket inhaler have been discontinued. Seaford already handle the Riddell asthma inhalants. *Seaford Laboratories Ltd, Seaford, Sussex.*

Pexid packs

Pexid tablets are now in blister packs of 50's. The price is unchanged and bottled packs cannot be replaced or returned for credit. *Merrell Division, Richardson-Merrell Ltd, 20 Queensmere, Slough, Berks.*

Berkomine dropped

Supplies of Berkomine 25mg tablets are exhausted and both the 1,000 and 5,000 tablet packs have been discontinued. *Berk Pharmaceutical Ltd, Station Road, Guildford, Surrey.*

Dartalan code

All future batches of Dartalan tablets 5mg will be stamped with the code "Searle 90". *Searle Pharmaceuticals, Whalton Road, Morpeth, Northumberland.*

retailers in London and the Home Counties where a bonus of £0.40 off each case is available until Christmas. Direct deliveries to other areas will depend on quantity but arrangements are being made for supply through wholesalers. *Renown Products (Penge) Ltd, Keats Road, Crabtree Manor Way, Belvedere, Kent.*

Christmas wrapping

Christmas gift wrap packaging and display is now available for all ITT cameras. Two sleeves are available, one to fit Magicflash gift sets and the other Fashionflash presentation cases.



Tent cards for counter display will feature the promotion theme of a family enjoying Christmas, in the shape of a 110 camera, with the copy line "there's nothing like the present for giving and taking." *ITT, Ashtree Works, Kingston Road, Leatherhead, Surrey.*

November bargains from Unichem

Price cards and display tags will be available with a selection of products in the Unichem members bargains promotion from November 10-29. Selected products will also be featured in a Christmas tree offer window poster and many will be included in the members Christmas "presence" display package.

On offer are: Alka Seltzer, Bic, Blisteze, Beechams powders and tablets, Clearine, Crystal Clear, Colgate-Palmolive shaving cream, Denim, Eye Dew, Euthymol, Grecian 2000, Harmony hairspray, Impulse, Imperial Leather, Listerine, Mac lozenges, Optrex lotion, Phenisic, Radox herbal bath, Rinstead pastilles, Signal, Savlon liquid, Venos, and Whistling Pops. *Unichem Ltd, Crown House, Morden, Surrey.*

Haliborange back with a wintry theme

Farley Health Products have resumed television advertising for Haliborange with a new 30-second commercial. The nine week campaign will run during the peak consumer sales months of November to February in the London, Scotland, Yorkshire and Tyne-Tees television regions. The commercial features children in wintry situations performing a song and dance routine with the theme "Because kids don't care tuppence".

Following the exceptionally mild winter of 1979/80, the company anticipates that the market will now resume its healthy growth rate of previous years. Supporting display material includes window banners, stickers and gravity-fed merchandising units reflecting the Variety Club of Great Britain promotional tie-in with the product. *Farley Health Products, Torr Lane, Plymouth, Devon.*

SOS Talisman on air

A television campaign for SOS Talisman is due to break in mid-November and will run for a fortnight in the Southern, Anglia, Midlands, Harlech and Westward television areas. *SOS Talisman Co Ltd, Hale Wharf Estate, Ferry Lane, Tottenham N17.*

ON TV NEXT WEEK

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lanes	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Sc	Scotland	U	Ulster	CI	Channel Is
Alka Seltzer:					
Alberto Balsam conditioner:					
Anadin:					
Anais Anais:					
Cosifits:					
Curity Snugglers:					
Dixcel toilet tissue:					
Haliborange:					
Hedex:					
Heinz baby foods:					
Lrn, M, Y, NE, Sc, G, WW, So, A					
Sanatogen:					
Sine-off:					
VO5 shampoo:					

NEW STYLE, MORE PERMANENT ON HAIR, LESS PERMANENT ON SHELVES.

Style, one of the best-selling home-perms, has been re-launched. And now it's going to disappear from your shelves

even faster.

Because Style works much quicker and lasts much longer than all those "soft" perms. Its new liquid neutraliser actually conditions as it perms - and Style's improved formula means no more mixing and less mess.

New Style's got bright, distinctive packaging and big advertising support in women's press. Put all that together and you've got a great new product your customers are going to be looking out for.

So make sure your stocks stay high. And make sure your shop is never out of Style.

In full-head and end-curl sizes.
HALLS HUDNUT, EASTLEIGH, HAMPSHIRE.



Style outsells Rave and Light Waves in volume through independent chemists and druggists (latest independent research audit).

New Style. The more permanent home-perm.

COUNTERPOINTS

Pifco booklet

Pifco have introduced a 16 page booklet with Christmas in mind which features 40 products including the Easy Curl, Multi-styler, Jet 500W hairdryer, the new Continental 1000W hairdryer and Steam styling brush.

Advertisements will appear in *Woman, Woman's Own, Company, Honey, Cosmopolitan and Good Housekeeping*, and there will be a television commercial during the first week of December in the London, Midlands, Trident, Granada and Scottish regions. Free copies of the booklet for counter display can be obtained from Pifco Ltd, Failsworth, Manchester M35 0HS. ■

Horse poultice

Beecham Animal Health are introducing a one minute Equivite poultice. A foil-backed polythene pouch contains a kaolin poultice and



Mr C. T. K. Thomas, MPS, being congratulated by Mr John Harold (general manager, Combe International Ltd) on winning the holiday prize in the recent Combe/Sangers "Making tracks to Thailand" competition. Also pictured is Mr Kevin Jackson (centre), commercial manager, Sangers (Brighton).

this can also be used unopened as a hot or cold compress. The pouches are sold in packs of four (£6.35) and are available in counter display packs of 6x4. Beecham Animal Health, Beecham House, Brentford, Middlesex

Almay savings on 'popular' lines

From late November Almay are offering savings on some of their most popular hypo-allergenic skin care products in each of the four skin categories.

In the normal skin category the 125ml skin tonic/moisture lotion will be available for £3.00 (a saving of £1.15) and the 175ml cleansing lotion will be available for £1.95, (a saving of £1.15).

In the slightly dry skin category, ultra light cleansing lotion/gentle skin toner (125ml) will be available for £2.95 (a saving of £1.55).

For dry skin a saving of £2.65 can be made on ultra rich moisture cream (120ml, £3.25) and £1.50 on ultra mild skin freshener (250ml, £2.90). Finally in the oily skin category, fluffy facial cleanser (125ml) will be available for £1.70, a saving of £1.15. Almay, 225 Bath Road, Slough, Berks SL1 4AU. ■

FISONS LIMITED—PHARMACEUTICAL DIVISION Derby Road, Loughborough Telephone: Loughborough 63113 PRICE CHANGES

Chemist U.K. Price List (Retail and Wholesale)

The following prices will be operative on these goods despatched on or after November 10th 1980.

PRODUCT	Rec./Fixed				Rec. Trade Price per doz. exc. VAT	Price per doz. (exc. VAT) relevant to the total points of the complete order					
	Prod. Code No.	Retail Selling Price each incl. VAT	MBU	Pts. Value per MBU							
						Points 100-300	Points 301-1000	Points 1001-1500	Points 1501-2000	Points 2001+	
£	£	£	£	£	£	1	2	3	4	5	
PROPRIETARY PRODUCTS											
BENGERS FOOD METRIC PACK											
	250g	1670	0.82	6/12	3	7.93	7.34	7.26	7.14	7.02	
	500g	1690	1.45	3/12	3	13.81	12.77	12.64	12.43	12.22	
*BILE BEANS	P	1kg	1700	2.30	1/12	1	22.08	20.42	20.20	19.87	
*COJENE TABLETS	P	Medium	1320	0.40	1	2	3.19	2.95	2.92	2.87	
*CYSTOPURIN TABS	PCDI	Family	1330	0.80	6/12	5	5.97	5.52	5.46	5.37	
*GENASPRIN TABS	P	35	2240	0.85	1	6	6.51	6.02	5.96	5.86	
ROSKENS HAND CONDITIONER	P	40	2320	0.65	1	4	5.46	5.05	5.00	4.91	
*SANATOGEN POWDER ORIGINAL	P	80	2330	1.10	3/12	1	8.07	7.46	7.38	7.26	
	P	100	2430	0.75	3/12	1	5.20	4.81	4.76	4.68	
		45g	7810	0.58	1	4	4.38	4.05	4.01	3.94	
		100g	7890	1.05	1	7	8.05	7.45	7.37	7.24	
*SANATOGEN MULTIVITAMINS	GSL	4oz	1110	1.20	6/12	4	9.56	8.84	8.75	8.60	
	GSL	8oz	1120	2.10	3/12	3	17.04	15.76	15.59	15.34	
	GSL	1lb	1130	3.65	1/12	2	30.41	28.13	27.83	27.37	
	GSL	2lb	1140	6.50	1/12	4	53.34	49.34	48.81	48.01	
	GSL	30	1220	1.05	1	6	7.60	7.03	6.95	6.84	
	GSL	60	1230	1.95	6/12	5	13.76	12.73	12.59	12.38	
	GSL	120	1260	3.15	3/12	4	22.14	20.48	20.26	19.93	
*SANATOGEN MULTIVITAMINS + IRON	GSL	30	1910	1.05	1	6	7.60	7.03	6.95	6.84	
	GSL	60	1930	1.95	6/12	5	13.76	12.73	12.59	12.38	
*SANATOGEN JUNIOR VITAMINS	GSL	120	1980	3.15	3/12	4	22.14	20.48	20.26	19.93	
SANATOGEN VITAMIN C TABLETS	GSL	30	2010	0.70	1	4	4.74	4.38	4.34	4.27	
	GSL	100	2030	1.55	3/12	2	10.85	10.04	9.93	9.77	
		30	1240	0.60	1	3	3.98	3.68	3.64	3.58	
		100	1280	1.49	3/12	2	10.27	9.50	9.40	9.24	
SANATOGEN HIGH C	GSL	10	2020	0.65	10/12	5	4.94	4.57	4.52	4.45	
*ZAM-BUK OINTMENT	GSL	Medium	1520	0.45	1	2	3.24	3.00	2.96	2.92	

ABBREVIATIONS USED IN THIS PRICE LIST

POM — Subject to control under the Medicines (Prescription Only) Order 1977
GSL — Subject to control under the Medicines (General Sales List) Order 1977

P — Pharmacy Only Product

CDI — Subject to Control under the Misuse of Drugs Act 1971 but exempt from restriction under the Regulations except that invoices are required to be kept for two years

NOTE — Products not categorised as above are not medicinal products

DP — Dispensing Pack

MBU — Minimum Buying Unit

VAT — Value Added Tax

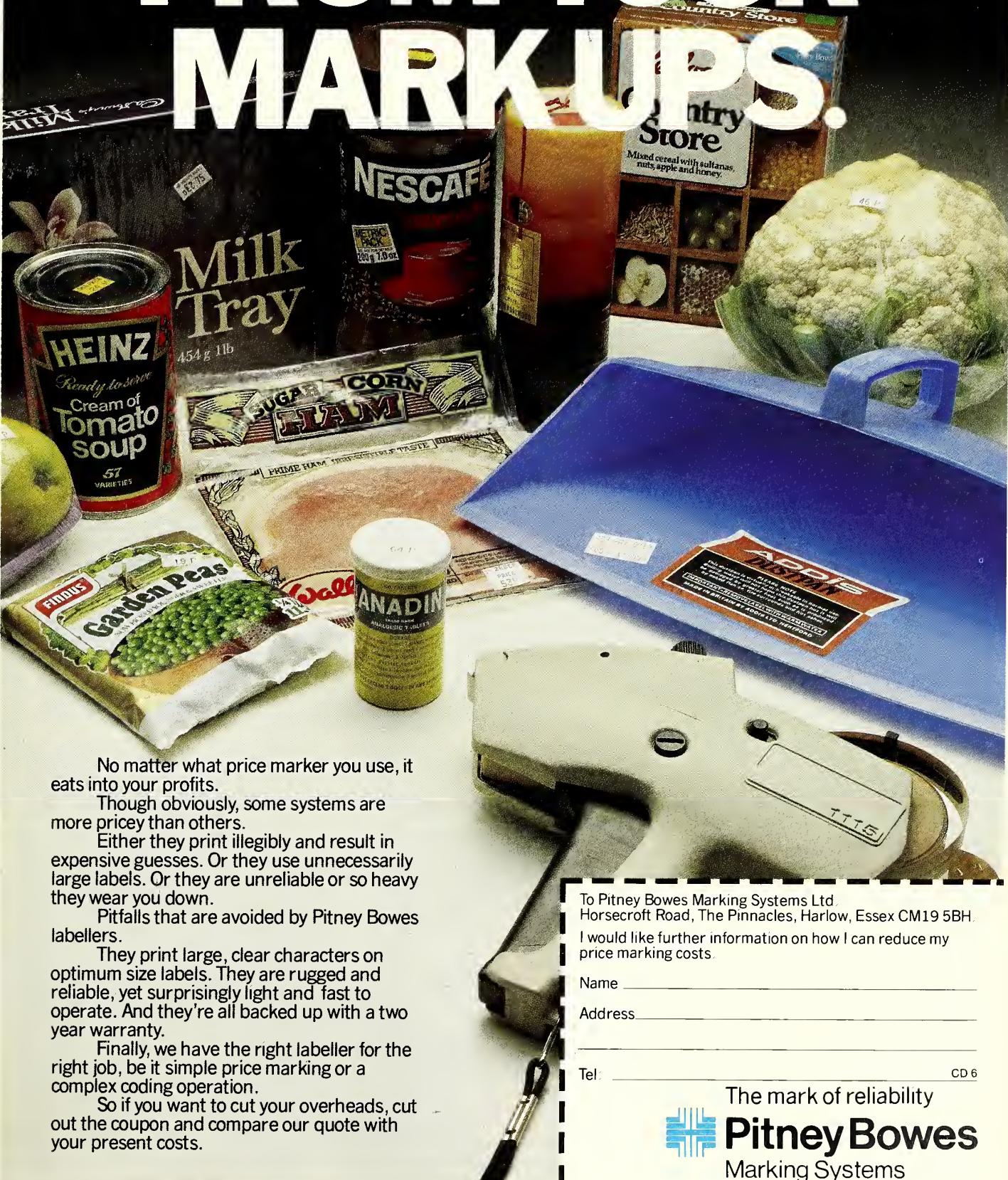
* — Products marked thus in the price list are subject to fixed retail prices

● — New Prices

This price list comes into operation on November 10th 1980 and cancels all previous price lists relating to these products

N.B. The price for 'Sanatogen' High C has been reduced. This now makes the product very competitive and excellent value for money

MORE PROFITS FROM YOUR MARKUPS.



No matter what price marker you use, it eats into your profits.

Though obviously, some systems are more pricey than others.

Either they print illegibly and result in expensive guesses. Or they use unnecessarily large labels. Or they are unreliable or so heavy they wear you down.

Pitfalls that are avoided by Pitney Bowes labellers.

They print large, clear characters on optimum size labels. They are rugged and reliable, yet surprisingly light and fast to operate. And they're all backed up with a two year warranty.

Finally, we have the right labeller for the right job, be it simple price marking or a complex coding operation.

So if you want to cut your overheads, cut out the coupon and compare our quote with your present costs.

To Pitney Bowes Marking Systems Ltd
Horsecroft Road, The Pinnacles, Harlow, Essex CM19 5BH

I would like further information on how I can reduce my price marking costs.

Name _____

Address _____

Tel: _____ CD 6

The mark of reliability
Pitney Bowes
Marking Systems

Gillette race ahead with sponsorship

Gillette are to sponsor the London Marathon, the first of which is to take place on March 29, 1981.

Gillette will have title identification, identification on all runners' bibs and banner advertising around the course. Also as title sponsor, Gillette will have the exclusive right to the Marathon symbol. Promotions featuring the Marathon will be developed for early next year. *Gillette UK Ltd, Great West Road, Isleworth, Middlesex.* ■

Carefree leaflets

Johnson & Johnson have produced four consumer leaflets in connection with Carefree panty shields. The leaflets deal with four stages in a woman's life and are called "Through puberty", "Through choice" (contraception) "Through pregnancy" and "Through menopause". The leaflets will be free to consumers who write in.

Continued strong growth is forecast by the company for the mini-pad sector of the sanpro market and the share of the total market is estimated to rise from 12 per cent to 18 per cent during 1980. *Johnson & Johnson Ltd, 260 Bath Road, Slough, Berks.* ■

Medicare branding

Medicare drugstores are introducing their own range of branded products and there are plans for the range to be expanded in the New Year. *Medicare Ltd, 15 Sheet Street, Windsor, Berks.* ■

Lauder nights

Estee Lauder Nights collection will turn festive evenings into dazzling events says Mrs Lauder. Her collection comprises two new Polished Performance lipsticks (£4.00) in midnight wine and nightgleam pink and a Re-nutriv Rich Rich lipstick, night blossom (£3.75). All three shades can be matched or co-ordinated with the Polished Performance nail lacquer (£5.00).

For the eyes there is plum royale, a new shade of luscious creme mascara (£4.75) and for the cheeks new shades of nightblush copper and nightblush bronze automatic scuffie blusher (£5.00). Finally there is Nightlights powder (£6.50) in two shades—



A *Futura Goya holdall* will be available as a free gift with every *Futura* purchase above £7.50. The holdall, in parachute cotton and distinctive *Futura silver*, carries the *Futura* logo and will be supplied folded into a travel pack—which doubles as a cosmetic bag. *Goya International Ltd, 161 New Bond Street, London W1Y 0LN.* ■

shimmered amethyst for fair skin and shimmered sand for tawny complexions. Packaging for the collection comprises matte gold.

Suggestions for Christmas from Estee Lauder include perfume in both crystal bottles and elegant perfume minatures, porcelains which include the addition this season of Cinnabar and candles scented with Youth Dew, Azuree and Estee. *Estee Lauder Cosmetics Ltd, 71 Grosvenor Street, London W1 0BH.* ■

Climb every mountain

New Era Laboratories are to sponsor the British Everest winter expedition due to take place in December. The expedition will be taking "biochomic remedies" and "tissue salts" manufactured by New Era.

Included in the Everest team is a doctor who will monitor how the products react under hostile conditions. *New Era Laboratories Ltd, 39 Wales Farm Road, London W3 6XH.* ■



Polaroid success in pharmacies

The latest figures to be published on the sunglass market show that Polaroid have over 26 per cent of brand share in retail pharmacies throughout the UK.

The company says the figures, which refer to July and August, show that "Lookers by Polaroid" is the only brand to increase its sterling market share. It has risen from 22 per cent in May/June 1980.

"To us, this is the chemists' endorsement for our 1980 collection and pricing strategy. It puts us in the best possible position for launching our exciting 1981 plans" says Lou Sharman, Polaroid sunglasses marketing manager.

Polaroid (UK) Ltd, Ashley Road, St Albans, Herts. ■

Sellaway addition

Sellaway are to introduce Loving Touch nail polish remover (220ml, £0.49). Coming in a polythene bottle the nail polish remover is tinted blue, facilities are available for the production of own labels. *Sellaway Ltd, 23 Union Road, Croydon CR0 2XU.* ■

Miss Sally Shulman MPS, of J. I. Sulman Chemists, 43 Brent Street, London, NW4, was the winner of the Vidal Sassoon/Unichem "Go For Gold" lucky draw competition. Miss Shulman was presented with her prize—a 22 carat gold commemorative Queen Mother crown—by Mr R. W. Scott, sales manager, Unichem Ltd, and Mr. Bill Keep (left), southern regional sales manager, toiletries division, Vidal Sassoon. *Vidal Sassoon Holdings Ltd, 1 Bedford Street, London WC2E 9HD.* ■

SHOWRAX

for the Modern Dispensary

NEW
RANGE



Built-in Flexibility

As the leading British manufacturer in retail display, Showrax have many years' experience of designing and equipping the front-shop area in the Pharmacy.

This experience has now been brought to bear on the very different but related display problems "behind the scenes" in the dispensary.

The result is a brand new range of Showrax dispensary equipment, made up from low-cost factory-made modules, which can usually be installed in one day with the minimum of disruption.

Like all Showrax equipment the system is totally flexible so that for example, the height of the work surface can be altered to suit a locum, or the ratio between storage of wets and dries can change to reflect dispensing practice.

All the facts on our new equipment, and everything you need to know about pharmaceutical shopfitting is in our "Pharmacy Information Pack" which is yours for the asking.

To: The Northfleet Group,
Tower Works, Lower Road, Gravesend, Kent.
Telephone: 0474 - 60671

Please send me my **FREE** Pharmacy Information Pack

Name _____

Address _____

Tel. No. _____

The
Northfleet
Group

SHOWRAX



A FEW OF THE PEOPLE WHO TOOK US FROM

Maybe they don't look like your average customer. But then Foster Grants aren't your average sunglasses.

They're at the very forefront of fashion.

Now the top selling sunglasses in the land, they're as successful here

as they are in the States. In the past two years they've made more money for you than any other brand.

Obviously our styles have had a lot to do with it. As you'll see from our latest range.

To show it to you, and tell you all



KNOWN TO UNBEATEN IN JUST SIX YEARS.

But the special deals we've arranged, there's an entirely independent new force.

Set up as a result of our success, Foster Grant is their sole responsibility.

If it's to do with sunglasses, they'll give the answers. All the way from how

they're made, to what makes them sell.

If you haven't stocked Foster Grant before, call Freephone 3637 and arrange a visit.

One look through our glasses and you'll see the future in a much better light.

FOSTER GRANT

A counter attack...

Your Family
Health Care
Guide

Please take a 'free' health care leaflet

Wyeth Family Medicines

Eases troublesome
coughs for
adults and
children

New
small size
pack

Prompt relief from
acid indigestion
and
dyspepsia

Gentle
relief of
constipation

Petrolagar
with phenylthiophenol
200 ml emulsion

Aludrox*

200 ml gel

ALGIPAN®

Balm

40g

A soothing
balm for muscular
pain and stiffness

on the health front

New

Davenol cough linctus

pharmacy only — now available in a handy 100ml pack, for over the counter sales.

Algipan, Aludrox, Petrolagar and Davenol, well established products that will now become even better known.

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COUNCIL REPORT

Pharmaceutical Society of Northern Ireland

Next year's officers appointed

Officers and committee members of the Pharmaceutical Society of Northern Ireland were elected at the October council meeting. Miss Margaret J. Watson was confirmed as president (*C&D* July 5, p6), Mr Rodney J. G. McDonald was elected vice-president and Mr G. E. McIlhagger re-elected as honorary treasurer.

Proposing Miss Watson's election, Mr Dillon said she had for many years been an active member of the associates' section of the Ulster Chemists Association. Despite having to travel further than any other member to attend Council meetings her record of attendances was first class. She was the third lady to be elected president and he was confident she would prove to be an excellent choice.

Miss Watson proposed the election of Mr McDonald as vice-president and said he was one of the younger members to take an interest in the Council's work. The pity was that there were not many more of his age group on the Council. Mr McDonald, proposing the re-election of Mr McIlhagger as honorary treasurer, said anyone who held the position and could, in the present financial climate, show an excess of income over expenditure as Mr McIlhagger did last year, must possess outstanding ability.

Members elected onto the education committee were: Professor P. F. D'Arcy, Mr W. T. Hunter, Mr R. J. G. McDonald (chairman), Mr G. E. McIlhagger, Mrs C. O'Rourke, Mr T. I. O'Rourke, Dr J. G. Swanton and Miss M. J. Watson.

The law and ethical committee is: Mr J. A. Crawford, Mr J. H. Galbraith, Mr D. A. Giles, Mr N. D. Hall, Mr R. J. G. McDonald, Mr S. Moore, (chairman), Mr J. D. Pollock and Miss M. J. Watson.

Finance and house committee members were: Messrs J. Chambers, R. G. Dillon, J. Kerr, R. J. G.

McDonald, G. E. McIlhagger, M. V. A. Napier (chairman) Mrs C. B. A. Watson and Miss M. J. Watson.

Finally the general purposes committee was composed of: Messrs R. G. Dillon, J. Kerr, G. E. McIlhagger, S. Moore, T. I. O'Rourke, Dr J. G. Swanton and Miss M. J. Watson (chairman).

A series of four lectures would be held on successive Tuesdays, it was reported, to which proprietor,

employee and hospital pharmacists were being invited. The lectures would be held in the Medical Biology Centre, Lisburn Road, Belfast 9, from 8-9.30 pm (including discussion). They would commence on November 4, with "Rheumatic diseases" by Professor W. G. Irwin, department of general practice, Queen's University of Belfast. Subsequent lectures would be "Sera

Continued on p763

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ASPIRIN & CODEINE TABLETS BP		25 50 100	£0.33 £0.52 £0.92	x 25 x 50 x 100
BENDROFLUAZIDE TABLETS BP	2.5 MG 5 MG	100 1000 100 1000	£0.35 £3.00 £0.45 £4.25	x 100 x 1000 x 100 x 1000
BENZHEXOL TABLETS BP	2 MG 5 MG	100 1000 100 1000	£0.60 £5.45 £1.20 £10.95	x 100 x 1000 x 100 x 1000
CHLORPHENIRAMINE TABLETS BP	4 MG	50 500	£0.20 £1.85	x 50 x 500
CHLORPROMAZINE TABLETS BP	25 MG 50 MG 100 MG	500 500 500	£1.45 £2.70 £4.40	x 500 x 500 x 500
CHLORPROPAMIDE TABLETS BP	100 MG 250 MG	250 500	£1.50 £11.00	x 250 x 500
CODEINE PHOSPHATE TABLETS BP	15 MG	100 250 500	£1.50 £3.75 £7.50	x 100 x 250 x 500
CODEINE PHOSPHATE TABLETS BP	30 MG	100 250 500 1000	£2.60 £6.50 £12.50 £24.80	x 100 x 250 x 500 x 1000
CODEINE PHOSPHATE TABLETS BP	60 MG	100 250 500	£5.20 £13.00 £25.90	x 100 x 250 x 500
DIAZEPAM TABLETS BP	2 MG 5 MG 10 MG	500 500 500	£1.75 £3.50 £2.25 £4.50 £4.00	x 500 x 1000 x 500 x 1000 x 500
FOLIC ACID TABLETS BP	5 MG	500 1000	£0.90 £1.75	x 500 x 1000
FRUSEMIDE TABLETS BP	20 MG 40 MG	1000 1000	£11.50 £14.00	x 1000 x 1000

PRODUCT		PACK	PRICE/PACK	QUANTITY REQUIRED
HALOPERIDOL TABLETS BP	0.5 MG	100	£1.15	x 100
		1000	£10.70	x 1000
	1.5 MG	100	£1.95	x 100
		1000	£18.50	x 1000
	5 MG	100	£5.15	x 100
		1000	£50.75	x 1000
	10 MG	100	£10.00	x 100
		1000	£99.50	x 1000
HYDROCHLOROTHIAZIDE TABLETS BP	25 MG	1000	£2.40	x 1000
IMIPRAMINE TABLETS BP	25 MG	1000	£2.40	x 1000
		5000	£12.00	x 5000
INDOMETHACIN CAPSULES BP	25 MG	500	£14.40	x 500
	50 MG	100	£5.50	x 100
METHYLDOPA TABLETS BP	250 MG	1000	£27.50	x 1000
	500 MG	500	£27.50	x 500
METRONIDAZOLE TABLETS BP	200 MG	21	£0.65	x 21
		250	£6.50	x 250
NICOTINAMIDE TABLETS BP	50 MG	1000	£1.50	x 1000
NICOTINIC ACID TABLETS BP	50 MG	1000	£1.50	x 1000
NITRAZEPAM TABLETS BP	5 MG	500	£3.95	x 500
OXYTETRACYCLINE TABLETS BP	250 MG	1000	£8.70	x 1000
PENICILLIN V-K TABLETS BP	250 MG	1000	£10.95	x 1000
PHENYLBUTAZONE TABLETS BP	100 MG	1000	£2.50	x 1000
	200 MG	1000	£4.75	x 1000
PREDNISOLONE TABLETS BP	5 MG	500	£2.75	x 500
PREDNISONE TABLETS BP	5 MG	500	£2.75	x 500
PROMETHAZINE HCL TABLETS BP	25 MG	1000	£3.00	x 1000
PROPANTHELINE TABLETS BP	15 MG	1000	£3.40	x 1000
PROPRANOLOL TABLETS BP	10 MG	500	£5.88	x 500
	40 MG	1000	£27.86	x 1000
	80 MG	500	£21.06	x 500
	160 MG	100	£8.42	x 100
QUINIDINE SULPHATE TABLETS BP	200 MG	100	£4.85	x 100
		250	£11.90	x 250
		500	£23.65	x 500
QUININE BISULPHATE TABLETS BP	300 MG	500	£22.00	x 500
QUININE SULPHATE TABLETS BP	300 MG	100	£4.50	x 100
		250	£11.50	x 250
		500	£22.00	x 500
		1000	£43.50	x 1000
SOLUBLE ASPIRIN TABLETS BP	300 MG	50	£0.22	x 50
		100	£0.35	x 100
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00	£2.00	£16.00	£14.00
0	£1.00	£5.50	£5.00
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Opening of new pharmacy building

The new pharmacy building was officially opened at the Queen's University of Belfast last week by Miss Margaret Watson, president, Pharmaceutical Society of Northern Ireland, and Mr David Sharpe, president, Pharmaceutical Society of Great Britain (picture right).

Celebrations were also held to commemorate the 50th anniversary of the degree in pharmacy at Queen's, and one of the main guests at a formal dinner was Miss Ruth Barry MSc, who was the first pharmacy graduate.

The new building, which has a total floor area of 2,000 sq m, cost almost £1m, including some of the equipment. It has taken 26 months to build and is situated on the medical biology centre adjacent to the Belfast City Hospital. This means that this teaching hospital, the pre-medical school, the clinical science departments, the teaching health centre and the new pharmacy are all on the same campus.

In a lecture looking back on "50 years of the pharmaceutical sciences," Professor D'Arcy, head of the department, noted that 50 years ago doctors had only six medicines capable of attacking the cause of disease—quinine for malaria, ipecacuanha for dysentery, digitalis for the cardiac patient, mercury and salvarsan for syphilis, and the vitamins for the treatment of nutritional deficiencies. Over half the drugs prescribed at this time had also been employed in the middle ages.

Professor D'Arcy commented that it would be interesting to see in what direction the pharmaceutical sciences would lead therapeutic research over the next 50 years: "One may well suspect that the present phase of 'drug treatment' of disease is a temporary one and that advances in genetic engineering and developments in immunological techniques will emphasise the importance of prophylactic measures to prevent disease rather than to rely on treatment with complex organic molecules once the disease has occurred."

Dr N. C. Cooper, chief pharmacist, Northern Ireland Department of Health, traced the steps leading to present pharmacy practice. Pharma-

ceutical education was initially provided in the College of Technology, Belfast, under the auspices of the department of chemistry with, from 1929-60, Mr C. W. Young in charge of the pharmacy section. He was succeeded by Dr W. Woodside who held the post from 1960-62. In 1962 the section received the status of a department of pharmacy with Dr J. A. H. Shaw in charge (1962-68), followed by Dr F. Newcombe during the years 1968-71.

The temporary accommodation in the medical biology centre, provided in 1971 for pharmacy students, constituted the first department of pharmacy within the university.

Perhaps the most important event in the history of Northern Ireland's pharmaceutical education, Dr Cooper said, was the creation of the first chair of pharmacy at the university, appointed to Professor D'Arcy. ■



Below: The secretaries and presidents of three Pharmaceutical Societies touring the new facilities. From left to right Mr David Sharpe, Professor P. F. D'Arcy, head of Queen's department of pharmacy, Mr W. Gorman, secretary PSNI; Mr D. F. Lewis, secretary and registrar PSGB; Mr A. J. Quirke, president PSI; Miss Margaret J. Watson, Mr. M. J. Cahill registrar and secretary PSI and Professor R. F. Timoney, director Trinity College School of Pharmacy, Dublin



Rankin were re-appointed as the Society's solicitors. It was agreed to postpone the appointment of auditors until the next meeting.

Professor D'Arcy expressed his gratitude to the Council for providing hospitality for those who attended the prize giving ceremony held on October 8 in the Society's lecture hall.

The secretary reported receipt of a copy of *The Medicines (Exemptions from Restrictions on the Retail Sale or Supply of Veterinary Drugs) (Amendment) Order 1980 S I 1980 No 283* which he said would be of interest to the members of the agriculture and veterinary group.

Reports from the finance, education and general purposes committees were adopted. An application for registration as a student from Derek Samuel Elliott, 17 Empire Street, Belfast BT12 6GJ was granted as were two applications for registration as pharmaceutical chemists under the reciprocal agreement with the PSGB. ■

PSNI COUNCIL

Continued from p761

and vaccines—innoculate or not?" by Dr J. Connolly, consultant virologist, Royal Victoria Hospital; "Drugs and the elderly patient" by Professor R. W. Stout, department of geriatric medicine, Queen's University, and "Cancer chemotherapy" by Professor W. S. Lowry, department of oncology, Queen's University.

The secretary said a request had been received for the use of the Society's lecture hall and a committee room January 5-9, 1981. This was for the purpose of exhibiting the Department of Health's display "Panorama of the Medicines Act 1968" as part of the winter programme of the postgraduate education and training committee. The request was granted.

Messrs Cleaver, Fulton and

Get into computers before it's too late, pharmacists told

Buying a retail pharmacy computer system is like buying a motor car—if you always wait for next year's model and a lower price you will never enjoy the benefits. That message was given to a Unichem seminar in Tenerife last week—together with a warning that the profession must not be left behind in the computer race.

If retail pharmacists do not seize the opportunities offered by computers they will condemn themselves to a future as mere tablet counters—a function that itself will eventually be handled by computers anyway.

That forecast was made by Mr Norman Sampson, chairman of Unichem, opening the seminar. With industry having taken over the pharmacist's traditional compounding role, he said, only accountancy, packaging and labelling were left for the dispensing bench. Yet too much time was taken up by these technician functions, and the pharmacist lost sight of the front shop and did not find time for patient counselling.

Mr Sampson suggested that the pharmacist's standing in the community, and his counselling role, needed to be rapidly enhanced since the medical profession would soon be using computers in a way that would by-pass the pharmacist's advice. At the same time, the GP pharmacist was in danger of becoming extinct commercially.

In seeing the computer as essential to solving the problem, Mr Sampson said that a major part of Unichem's success stemmed from its utilisation of sophisticated business methods. More than 1,500 of the 3,500 members had taken the first steps into computerisation with the PROSPER and PRIDE systems.

However, it was difficult for pharmacists to comprehend the advances in technology and they faced a dilemma in knowing how fast to move. None of Unichem's competitors offered any comparable systems and they seemed to be adopting the philosophy of wait-and-see—for yet

more improvements or lower prices.

But Mr Sampson invited pharmacists to "get involved", thus helping to develop the technology. One-in-four UK independents were using computers—the majority a Unichem system—and they should stand up and be counted for showing the profession the way ahead.

The extent of the technological advances in the computer industry generally were spelled out by Mr Harry Knox, IBM (UK) Ltd. He drew attention to the experimental growth of the computer's ability to store and transmit data, and an opposite trend in unit costs. It had come to the stage, he contended, when it was cheaper to store a document on computer rather than spend a few seconds of time thinking about whether it needed storing! But, like Mr Sampson, he believed that the computer user must now take responsibility for application of the technology available—you will get what you deserve, he concluded.

System advances

Unichem are continually making improvements to their computer systems, Mr David Walker, management services director, told the seminar. Woolf, for example, was on the thirty-eighth version and further changes would be introduced in the next few months—though they were generally not seen by the user.

Although most participants in the seminar were Prosper users, Mr Walker questioned how many made full use of the management potential. Although the monthly and quarterly purchasing

reports did not include supplies from non-Unichem sources, they provided a basis for buying decisions. Examination could show where splits were being ordered where outers might have given an extra discount, and the profit margin column highlighted other areas for attention. There was room for improvement in the statistics provided, but users must make their requirements known.

Mr Walker said that many pharmacies were using application of the price stickers, rather than invoices, to check stock deliveries. However, a user later pointed out that an order assembly error might be missed if the number of items matched the number of stickers, even though the wrong product had been delivered. Recent developments were the addition of colour to make the price sticker stand out more clearly on the product, and a year identification as part of the date code. Users were reminded that their own three-digit code could be added to help them know that goods returned by customers had been bought from them.

Tenerife 
1980

The trade price shown on "ethicals" had also been changed to avoid sale at that price or a risk of NHS patients questioning why the levy was more than the cost of the item. The quantity-purchased field used on "ethicals" was being added to counter-product stickers to indicate how many had been purchased at one time.

Shelf-edge labels are not being used as widely as Unichem had hoped, Mr Walker told the seminar, and often full use was not made of the system because the re-order point and order quantities were not filled in. He reminded users that they could obtain a free replacement set of labels every two years.

The Unichem terminal, unlike many others in use, conducted a two-way exchange with the main computer, ensuring correct receipt of data. The unit cost nearly £1,000 and was itself a computer. Pointing out some of the terminal's features, Mr Walker said that the "labels" key would order price stickers only. At the last VAT change, 3 million had been printed "overnight". The program was designed to translate orders to the nearest "profitable buy" quantity wherever possible—though "round up" to a dozen

Continued on p766



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PRICES PER DOZEN

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No. 1's **3.56**

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PER DOZEN

CREME
45 gm 12's

2.85

LOTION
125 ml 6's

2.34

LOTION
200 ml
6's

3.22

UNICHEM SEMINAR

Continued from p764

was now set at nine and above rather than six as a result of representation from users. The "urgent" key was now hardly ever needed and a new use for it would be announced soon.

Stock valuation was another service which few members had yet used, said Mr Walker. After giving advance warning of intention to take stock, the user would be sent additional terminals and a manual of instructions. Product codes and quantities were then keyed in and after every 250 lines (the maximum held in the terminal) the data was transmitted.

Analysis was completed overnight and the next day a fully-itemised stock report was despatched—all at a cost of £25, irrespective of the amount of data. Not only did the system halve the usual cost of stocktaking, but the data was "immeasurably better" than the brief stock reports normally supplied, said Mr Walker. He also pointed out that sectional checks could be carried out to monitor stock losses, for example.

Transmission problems are few with PROSPER, according to Mr Walker, though he said there had been a recent case in Preston of interruption by a taxi-paging system. Finally, he recommended that the "idiot's guide" to transmission should be kept by the telephone to help locums and other staff not sure how to use the equipment.

Asked about elimination of the $\frac{1}{2}$ p from retail prices, Mr Walker said it was about to be abandoned above 40p. Criticised for including retail prices on products that are only dispensed, such as antibiotics, he said that where a manufacturer gave a retail price it was used, otherwise a trade price was printed.

In the pipeline

PRIDE and PROSPER developments currently in the pipeline were outlined by Mr Walker, who reiterated that pharmacists should not wait either for new technological advances, nor for prices to come down. The cost of PRIDE was unlikely to reduce below the current £4,000, though it would become relatively cheaper with inflation, he said.

For PROSPER, Unichem were about to introduce a high-profit-earners report on the 100 OTC lines contributing most of the business' overall profitability. The list would also show the products' positions in the national order for all members.

A new printer-calculator would provide a printed record of orders placed and the associated microprocessor would be able to communicate with Crown House to indicate out-of-stocks etc. An alphanumeric version was likely in a year or so but was too expensive at present, said Mr Walker.

Custom-pricing—long promised but subject to problems—would be available in mid-1981. It would allow PROSPER users to dictate the price shown on their price stickers, either specifically or by requiring a set mark-up. The profit figures achieved would automatically be incorporated in the management statistics.

Tenerife 1980



PRIDE had created interest around the world, Mr Walker claimed, and Unichem had had two American inquiries for the software. Earlier, in explaining the system, he had pointed out that in developing PRIDE the requirements had been that it should be equally applicable to small and large dispensing businesses and should stand-alone so that it was completely under the pharmacy's control ("no big-brother holds your records").

There were now 42 programs available for the "professional" system, which comprises prescription processing (label writing, stock control, drug interactions etc) and patient records. When first introduced, this system took 30 seconds or more for each prescription, but as users became familiar with the procedure "prompts" could be omitted and the time was now down to 15 seconds.

There were now 40 systems in use and installation was currently at a rate of one a week. This was being increased—though the process could not be hurried because of the need for support services. The latest version could be linked directly into Unichem's computer for ordering. The "business partner" PRIDE offered programs for word processing, mailing list, stock control, payroll and ledgers.

Among the latest developments were a facility for out-of-stocks to be indicated on the screen when ordering (available by the end of the year) and a link between professional and sales ledger programs. An alternative model of the computer would use 8in hard discs instead of floppy discs, providing an additional 10 million characters of storage, but costing £2,000 more. However, for the large

pharmacy this version would remove the need for disc changes and would speed processing even more.

Unichem are currently evaluating point-of-sale stock control systems, Mr Walker told the seminar. He anticipated that the till would have a small visual display unit attached and would produce product name and price by keying in a product code or reading a bar code. The target price would be less than £2,000, which Mr Walker expected to be achieved by mid-1981, and it would "undercut anything else in the market".

Discussing product codes, he said the EAN 13-digit code would be adopted widely in Europe during the next two or three years and then things would move more quickly. The working party for a pharmaceutical interface code hoped to use the last six numbers of the EAN code, but Mr Walker expressed doubts about acceptance by the EAN authorities. Certainly manufacturers would not be prepared to add a UK-only code to their products. Both PROSPER and PRIDE would accept EAN codes, Mr Walker confirmed.

The future

Further advances in computers depend less upon technology than on whether products meet a perceived need, at the right price, Mr Walker concluded. And he stressed the need for the pharmacist to involve himself more with patient counselling because he could foresee a time when a machine could count the tablets, print the label—and debit the patient's bank account with the prescription charge. Machines like bank cash dispensers were conceivable: already in France a machine prepared unit doses for the pharmacist. "What is to stop that function becoming a mere extension of the doctor's responsibility?" Mr Walker asked.

However, doctors were themselves moving away from patient contact, and that was not necessarily a bad thing for the pharmacist, who must extend his professional service to the customer to fill this gap in the health care chain.

During an informal discussion which followed the seminar, five PRIDE users, including Mr Sampson, Unichem chairman, gave their reasons for installing the system and answered questions about problems they had faced.

Among the objectives listed were updating the pharmacy image, improvement in label quality, keeping control of drug costs, cutting down on label multiplicity, production of labels for own products, dispensary stock control, increased efficiency in the dispensary, increasing stock turnover, improvement in patient service as

part of the health care team, and reduction in paperwork. One speaker suggested that pharmacists now wondered how they coped before the introduction of electronic tablet counters, and would eventually feel the same about computers.

Asked about being tied to Unichem, all the users said they still had complete control over sources of supply—though when direct transmission becomes available there could be greater incentive to buy from Unichem.

No user was yet operating a full patient-record file and the forum discussed the question of confidentiality and the acceptance of patient records in principle by both patients and the medical profession. One speaker told how he was explaining the potentials of the system to doctors and operating the stock aspects in full view of patients as part of the "softening up" process. There was general agreement that the records were only those traditionally held in a prescription book and that any additional information—such as age and conditions such as diabetes affecting medication—could only be added to the file with the patient's co-operation.

Asked about PRIDE's potential role in prescription pricing, Mr Walker suggested it could cut both cost and time. From the PPA report he calculated that administration cost 22p per item, whereas 2p per item could pay for PRIDE with the pharmacy producing a discette of information for the PPA—and receiving immediate payment. Mr Walker believed that when a large number of pharmacies were using the system, the authorities would "have to listen".

Sanpro strength

The independent chemist's strength in the sanitary protection market was stressed by Mr Michael Fann, marketing manager Kimberly-Clark.

Nielsen-audited drug markets (which include chemists—but not Boots, drug stores or Woolworths) show this retailing sector accounts for just over half the total sanpro sales, compared with 3 per cent of toothpaste and only 42 per cent of "stomach upset remedies." Total 1980 sanpro sales are estimated at £83m at rsp—twice the size of the toothpaste market.

The independent chemist gained his advantage by offering a better range than grocery outlets, in this way catering for women's different physical and emotional needs. He provided convenience in local shopping areas, personal service, and had good wholesaler communications, with daily deliveries. Also, 14 per cent of towel users were young girls aged 13-17 who purchased mainly from chemists.

because food purchases were generally made by their mothers.

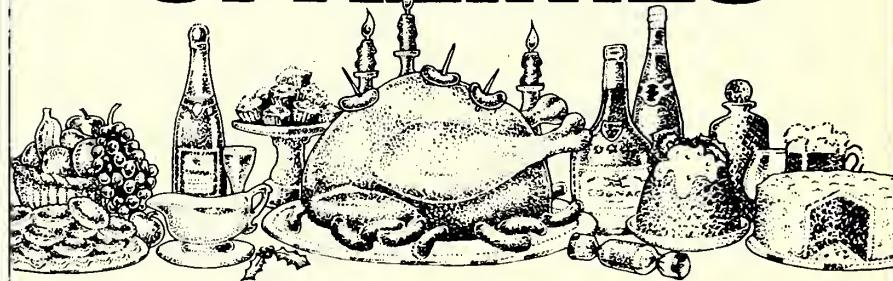
Advising on effective merchandising, Mr Fann said too many lines were often stocked: the fast-movers should be kept well stocked up, remembering that there were regional variations and figures applicable to the particular business should be used as the guide. In some shops only base display units were employed, whereas the right way was to merchandise vertically, with tampons at the top and bulk brands at the bottom. Space allocation should have some pattern to it, with the sanpro section sited in the customer traffic flow to be easily seen.

Mr M. Finberg, Ilminster, asked about gross profit margins in the absence of recommended prices. Mr Fann pointed out that rps were abandoned on the advice of the

Price Commission, but it was a competitive market and pharmacists should be guided by what was happening locally. However, there was less price cutting than in some other markets, which had allowed the chemist to retain his market position. Asked by Mr Finberg about wet tissues, he saw greatest potential for the anal wipe, but added that such "discretionary purchases" took a long time to cross the Atlantic.

Questioned by Mr Patel, Surbiton, about VAT on sanpro products, Mr Fann suggested that governments were frightened of giving way lest other essentials, such as toilet tissue, should follow. Mr Barrie Thompson, Bournemouth, asked sanpro companies to make more educational material available to pharmacies, particularly for staff training purposes. ■

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Glaxo maintain sound base as investment continues

Sir Austin Bide, Glaxo chairman, says that while inflation continues to represent a severe challenge to British industry, "it has been possible to hold the increase in UK manufacturing costs below that of UK inflation".

This has been achieved by increased productivity and the technical benefits of continuing investment—Glaxo made capital investments of more than £47 million during 1979-80—up £5m on the previous year.

As reported (*C&D*, October 18, p656) pre-tax profits of the group were reduced to £66.1m (£72.3m) on an increased turnover of £618m (£539.1m). Similarly Vestric's margins were cut by £1.3m to £5.3m despite a sales lift of 29 per cent, to £207.7m—*inflation*, the breakdown of RPM and high financing costs are blamed.

Proprietary pharmaceuticals were adversely affected by the mild winter, but Glaxo say they "fully maintained their market shares." Increased sales of Farley Rusks, Osterfeed and bulk

milk powders contributed to a 20 per cent increase in revenue in such products, and overall, the foods and proprietary pharmaceuticals division reported an 8 per cent profit rise.

Surgical instruments had static sales at £16.8m, but a loss of £0.5m was recorded against a small profit in 1979.

Sir Austin also announced that Glaxo Inc, which handles the US business, has been building its organisation to handle Glaxo products "in this big, and very important market". The registration of products and their introduction to the market is being pushed forward "as fast as possible".

He warned that such activities take a lot of time and money and at present the company was spending more than it earned: "This stage will last a further year or two, but the expense and effort will undoubtedly prove to be a sound investment and in due course change the dimensions of the group". ■

Nicholas products have good year

Despite a difficult business climate in the UK, Nicholas International Ltd say that many of their leading products have performed well.

Nicholas claim that Rennie is still the brand leader in antacid preparations and "sales showed a healthy increase over the previous year". Radox and the Herbal liquid range have also performed "extremely well", upping sales by 20 per cent.

In a highly competitive cosmetics market Almay has had another good year with a 33 per cent sales increase. Growth has also been apparent in the Genticin antibiotic range, with a particularly strong demand for the injectable.

Achieving national distribution at the start of the year, Ipso fruit drops have attracted "very encouraging consumer response".

Worldwide, earnings have increased 27 per cent to a record \$8.8 million (\$6.5m) for the year ending June 30, 1980. Sales were also improved at \$167.2m—up 12 per cent. A reduction

in average group tax has considerably helped the level of earnings and pre-tax profits were less buoyant—some 10 per cent up. However, advertising and investment has increased during the period, and the company expects a longer term gain to become apparent. ■

Xerox go retail

In a diversification from their traditional marketing method, Rank Xerox Ltd opened Europe's first "department store for the office" in London's Piccadilly this week.

The products available range from calculators to computers and the store will be running promotions and special offers. Goods are available on a cash and carry or delivery basis, and financing can be arranged.

Rank believe that small businesses do not receive the service of larger accounts and have specifically aimed the store at the entrepreneur "shopping" for business equipment. During the first two months of opening the "special offer" is a Xerox 510 computer reduced by £1,000—with a standard program the cost is now £7,950. ■

Rubinstein and Coty go separate ways

Helena Rubinstein and Coty are to part company because of incompatibility, and a newly formed enterprise is to look after Coty's interests in the UK.

The details have yet to be finalised, but the plans are in an advanced stage and the deal is expected to go through shortly. Rubinstein will, however, maintain control over the Christmas sell-in and for the time being orders should continue to be processed through them.

The new company, Rigease, has been formed by ex-executives of Coty and from the New Year will take over the marketing, selling and distribution of Coty products in the UK. Both companies envisage a "smooth takeover" with no break in distribution.

A spokesman for Rubinstein told *C&D* that the theoretical intention behind the marriage with Coty had been sound and in the 20 months with Coty progress had been made. In the end, however, it was decided that the products were incompatible, although he emphasised that this in no way implied a loss of faith in Coty, and thought they would probably acquire a wider distribution on their own.

The parting of the two companies is consistent with the policies of Albi Enterprises who bought Rubinstein from Colgate-Palmolive last July. Colgate had been trying to sell the subsidiary for some time before Albi stepped in, and they eventually let it go for \$20 million—\$122m below the 1973 purchase price.

The new owners came in with the intention of revitalising the company and have been steadily slimming it down to improve efficiency—last month they announced the closure of Rubinstein's UK manufacturing plant (*C&D*, October 25, p698) and this latest move will further allow management resources to concentrate on a narrower field. ■

Factor hope to buy S&N cosmetics

Max Factor's US parent, Norton Simon, say they expect to acquire the cosmetics interests of Smith & Nephew—Mary Quant, Miners and Outdoor Girl—in the very near future.

Smith & Nephew announced their decision to sell the cosmetics division earlier in the year because of inadequate returns on investment, but have not, as yet, revealed any potential purchasers. They are, however, expected to make a statement this week, after *C&D* has gone to Press. ■

More Business News overleaf

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Shake-up at Sangers takes effect

The pharmaceuticals division of Sangers is "one of the first to benefit" from the reorganisation of the group announced earlier in the year when a "thorough examination of every aspect of their buying, distribution standards and service" was undertaken.

Sangers admit that they were slow to recognise the changing patterns within the industry, but John Ramsey, commercial director for pharmaceuticals, believes their task in the 1980's is to give maximum support—and encouragement to the independent: "In the late '70's we may have fallen behind in terms of the service we could offer, but now we have woken up to that and we are gearing up to meet their needs".

A major change is the move into fewer, larger branches: "The emphasis will be on providing a full range of goods and services in a smaller number of larger branches rather than a limited range in a larger number". Sangers also believe that they have succeeded in



The new warehouse looking from the general stock area across to split generals and "ethical" storage

strengthening the personnel at their depots and "guarantee retail and hospital customers more personal contact on a more regular basis, together with a speedy and reliable delivery service". The division say they will also achieve tighter stock control and re-stocking procedures, plus invoice with goods as a norm, with the introduction of computerisation.

The new north London branch at Wood Green is gradually coming on stream and November 12 sees its official opening. The biggest branch to date—over 40,000 sq ft, see above—it will supply a distribution area bordered by Heathrow in the west, the Thames in the south, Dagenham in the east and Hoddesdon in the north. ■

Small exporters get chance to cash-in

Companies employing fewer than 200 people are invited to apply for the 1980/81 Export Award for Smaller Manufacturers which this year offers almost £25,000 worth of prizes to the five winning companies.

The award is sponsored by the British Overseas Trade Board, British Airways and the *Daily Express* and in addition to receiving a trophy and certificate, the two "first prize" winners will receive £2,000 of business travel with British Airways plus £2,000 for expenses in the chosen territories; £2,000 for a purpose approved by the sponsors to be used for the benefit of the company's employees, and Concorde tickets to Washington for a nominated couple plus £250 each local expenses. The three "second prize" winners will also receive a trophy and certificate, £2,000 of travel with British Airways and £1,000 for expenses in the chosen territories.

Any independent manufacturing company or group of companies

employing fewer than 200 people and whose exports exceeded £50,000 in the year ending March 31 1979 and £100,000 in the year ending March 31 1980 is eligible to enter provided that it has not won the award before. Runners-up from previous years are eligible.

The closing date for entries is December 15. Application forms may be obtained from: General Export Services Branch, BOTB, Export House, 50 Ludgate Hill, London EC4N 7HU, or any of the BOTB regional representatives. Supporters of the award will also supply forms: Midland Bank International; Small Firms Information Centres; *Daily Express*; British Airways; CBI; TUC.

More zones

The location of two further enterprise zones has been announced. The two sites are in Dudley, West Midlands—part of the Blackbrook Valley—and in Corby, Northamptonshire—land at Earlstrees and Weldon. A further announcement is also expected shortly for an enterprise zone in the north of England. ■

Merrell 'ethicals' sold to US giant

The worldwide "ethical" pharmaceutical interests of Richardson Merrell are to be acquired by Dow Chemical, the largest US producer of basic chemicals.

The sale will not include Richardson-Merrell's consumer products, chemical and diagnostic businesses, but the *Financial Times* reports that these will be incorporated into a new company as Dow will become the sole owners of the Merrell name.

Richardson-Merrell in the UK say that it is too early to quantify any changes, but are expected to release a statement as the situation becomes clearer. ■

APPOINTMENTS

■ **Farley Health Products:** Mr Charles Barker has been appointed financial director in succession to Mr Jack Treloar, who has retired. Mr Barker was previously with Glaxo Holdings.

■ **Vichy (UK) Ltd:** Mr G. C. Gordon is appointed managing director, in place of Mr. J. M. Gueden who is returning to France to take up a major new appointment within the group. Other appointments are the promotion of Mr T. H. Marnier to sales manager, and the appointment of Mrs D. M. Miles MPS to the new position of company pharmacist. The management of the marketing departments will be under the control of Mr Yves Ospici.

COMING EVENTS

MARKET NEWS

Monday, November 10

Epsom Branch, Pharmaceutical Society, Epsom District Hospital, Bradbury centre at 8 pm. Mr D. G. Higgins, professional services manager, ICI Pharmaceuticals Division, on "The role of the pharmacist in cardiovascular drug therapy".

Mid-Glamorgan Branch, National Pharmaceutical Association, Pen-Y-Fai Hospital postgraduate centre, Bridgend, at 8 pm. Mr W. A. G. Kneale, EEC liaison secretary, local organisations officer, NPA, on "Pharmacy in Europe".

Swindon Branch, Pharmaceutical Society, King's Arms Hotel, Swindon, at 8 pm. Mr S. Axon, on "Up-to-date pharmaceutical topics".

Tuesday, November 11

Barnet Branch, Pharmaceutical Society, Barnet General Hospital, at 8 pm. Dr D. G. Smyth, head of peptide chemistry laboratory, National Institute of Medical Research, on "Enkephalins and endorphines—the brain's own opiates".

Galen Group, Friends' Meeting House, Park Lane, Croydon, at 8 pm. Talk on "The work of the Croydon police".

Lanarkshire Branch, Pharmaceutical Society, Ravenscraig Suite, Garrison Hotel, Motherwell, at 8 pm. Mr A. W. Davidson, pharmacy inspector, on "Standards of modern pharmaceutical practice".

Leicestershire Branch, Pharmaceutical Society, Leicester Royal Infirmary postgraduate medical centre, at 8 pm. Mr Eric Orbell on "Family trees and how to grow them".

Liverpool Branch, Pharmaceutical Society, Whiston Hospital postgraduate medical centre, at 8 pm. Joint meeting with Guild of Hospital Pharmacists. Dr J. Smith, regional drug information pharmacist, on "Drug information—are you being served?"

North Metropolitan Branch, Pharmaceutical Society and **North Metropolitan Branch, National Pharmaceutical Association**, Whittington Hospital postgraduate academic centre, Highgate Hill, London N19, at 8 pm. Squibb colostomy meeting.

Northumbrian Branch, Pharmaceutical Society, Vicomte Suite, Imperial Hotel, Jesmond Road, Newcastle, at 8 pm. Presentation of prospective motions for 1981 BRM followed by Mrs A. Gardner on "Heraldry".

South East Metropolitan Branch, Pharmaceutical Society, Trafalgar Tavern, Park Row, Greenwich, London SE10. Working dinner. Guest speaker is Mr G. Appelbe, head of the Society's law department.

Wednesday, November 12

Crawley, Horsham & Reigate Branch, Pharmaceutical Society, Ciba Laboratories, Horsham, at 8 pm. Mr Mervyn Madge on "Acupuncture".

Harrow and Hillingdon Branch, Pharmaceutical Society, Northwick Park Hospital clinical lecture theatre, at 8 pm. Mr P. Paul, PSGB director of public relations, and Ms L. Jones, Brent and Harrow Area health education officer, on "The pharmacist and health education".

Isle of Wight Branch, Pharmaceutical Society, St Mary's Hospital postgraduate medical centre, Newport, at 8 pm. Professor A. H. Beckett on "Problems of dope in society and sport".

Pharmaceutical Society, Scottish Department, 36 York Place, Edinburgh, at 7.45 pm. Major W. N. Scott, director of the Universities Federation for Animal Welfare, on "The biological testing of medicinal products".

West Metropolitan Branch, Pharmaceutical Society and **West London Branch, National Pharmaceutical Association**, Great Western Royal Hotel, Praed Street, London W2, at 7.15 pm. Mr J. B. L. Ainsworth on "Homeopathic pharmacy and prescriptions".

Worthing & West Sussex Branch, Pharmaceutical Society, Worthing postgraduate medical centre, Homefield Road, at 8 pm. Mr Trevor Lee, C. R. Bard International, Urology Division, will lecture on appliances related to incontinence.

Thursday, November 13

Bristol Branch, Pharmaceutical Society, Frenchay Hospital postgraduate medical centre, at 8 pm. Dr F. Fish, dean, London School of Pharmacy on "Recipe for murder".

Sunday, November 16

Anglia Region, Pharmaceutical Society, Gibson Centre, Newmarket General Hospital, at 10.30 am. Workshop on "Communication techniques." Applications to Dr S. Ellis, Regional Pharmaceutical Officer, East Anglian Regional Health Authority, Union Lane, Chesterton, Cambridge CB4 1RF.

Advance Information

SCIOF 1981, Milan Fair Centre from March 13-18. Ninth international exhibition of cine, photographic, optical, audiovisual and photofinishing equipment.

Oil prices ease

London, November 2: Essential oil prices continued to ease during the week as the value of the world pound held its firmer tone. Slackness in demand helped to depress prices further especially with Spanish origin and English-distilled oils.

Spanish oils affected included cape, fennel, spike lavender, origanum, rosemary and thyme. The English-distilled oils marked down included ginger (from Cochin root) and nutmeg. Among expressed oils both almond and olive were easier.

In the pharmaceutical chemicals sector, sodium thiosulphate is dearer by £24 metric ton. Offers for magnesium sulphate BP at the lower end of the spread have moved up.

After a long period of stability, the price of lanolin BP is about £50 metric ton up. Lower among botanicals are Canada and Peru balsams, benzoin, hydrastis and senega because of currency rates. Lobelia is dearer for the second week in succession and lemon peel is unquoted.

Pharmaceutical chemicals

Acetic acid: 4-ton lots, per metric ton delivered—grade BPC £399; 99.5 per cent £382; 80 per cent grade pure £344, technical £323.

Acetone: £385 metric ton for 30-drum lots.

Adrenaline: (per g) 1 kg lots base £0.30; acid tartrate £0.25.

Bromides: **Ammonium**, **potassium**, **sodium**, per metric ton in 50-kg lots £970; 250-kg lots £920; 1,000-kg £890.

Calcium ascorbate: £7.28 kg in 5-kg pack.

Calcium carbonate: Light precipitated BP £260 per metric ton delivered.

Calcium chloride: BP anhydrous 96/98% £1.21 kg in 50-kg lots of powder; £1.23 hexahydrate crystals BP 1968 £0.95.

Calcium gluconate: £1,960 per metric ton.

Calcium lactate: 100-kg lots £1.37 kg.

Calcium pantothenate: £7.54 kg in 25-kg lots.

Carbon tetrachloride: BP 5-ton lots in 290-kg drums £305 per metric ton.

Chloroform: BP £490 to £520 per metric ton according to drum size; 2-litre bottles £2.90 each; 10x500-ml bottles £1.25 each.

Ether: Anaesthetic: BP 2-litre bottle £4.05-£4.25 each as to maker; one-metric ton lots in drums from £1.97 in 10-kg drums to £1.85 kg in 130-kg.

Solvent: BP in 130-kg drums £1.34 kg.

Ethisterone: NF13, £0.32 gram.

Lignocaine: (25-g) base £11.74 kg; hydrochloride £11.82.

Lobeline: Hydrochloride BPC and sulphate £1.49 per g for 100-g lots.

Magnesium sulphate: BP £147.10-£150 metric ton; commercial £125-£132.60; excised BP £294.

Mercurials: Per kg in 50-kg lots; ammoniated £12.40; oxide—red £13.70; and yellow £13.55; perchloride £7.70; subchloride £11.30; iodine £12.45.

Methyl salicylate: 5-ton £1.61 kg; 1-ton £1.65.

Noscapine: Alkaloid: £33 kg for 100-kg.

Hydrochloride £36.30.

Paracetamol: (Per kg) 50-ton contracts from £3.22;

10-ton £3.30 Premium for d/c £0.35 kg.

Pentobarbitone: Less than 100-kg £25.67 kg; sodium £25.71.

Phenylephrine hydrochloride: £89 kg in 50-kg lots; £92 in 10 kg.

Physostigmine: Salicylate £2.48 per g; sulphate £3.37 in 100-g lots.

Pilocarpine: Hydrochloride £328 per kg; nitrate £308 kg for 1-kg lots.

Potassium bitartrate: £1,215 per metric ton.

Potassium citrate: Granular £1.112 per metric ton, 5-ton contracts £1.106 ton.

Potassium diphosphate: in 50-kg lots, granular £2.279 kg; powder £1.9928.

Potassium hydroxide: Pellets BP 1963 in 50-kg lots £1.978 metric ton, sticks not offered; technical flakes £696.50.

Potassium nitrate: Recrystallised £1.29 for 50-kg drums.

Potassium phosphate: monobasic BPC 1949, £1.50 kg in 50-kg lots.

Potassium sodium tartrate: £1,038 per metric ton.

Sodium thiosulphate: photo grade £240.50 per metric ton; £224.50 ton in 4-ton lots.

Sulphacetamide sodium: BP £7.25 kg for 50-kg.

Crude drugs

Agar: Spanish £8 kg spot.

Aloes: Cape £1,410 metric ton spot; £1,390, cif. Churacao unquoted.

Balsams (kg) **Canada**: Easier at £12.30 on the spot; shipment, £11.80, cif. **Copaiba**: unquoted. Spot and cif. **Peru** £9.80 spot; £9.50, cif. **Tolu** £6.15 spot.

Benzoin: £204 cwt, cif.

Camphor: Natural powder £9.65 kg spot; £7.95 kg cif. Synthetic 96% £1.35 spot; £1.20 cif.

Cardamoms: Alleppey green No. 2 £25.25 kg, cif. Cascara: £1,220 metric ton spot; £1,190 cif.

Cherry bark: Spot £1,180 metric ton; shipment £1,170, cif.

Cinnamon: Seychelles bark £480 metric ton spot; £425, cif. **Ceylon** quills 4 o's £0.76½ lb, featherings £0.15½ lb.

Honey: (per metric ton in 6-cwt drums ex warehouse). Australian light and medium ambers £690-£720 Canadian £750 Mexican £650.

Argentinian (white) £700.

Hydrastis: Spot £29.70 lb; £28.85, cif.

Ipecacuanha: Matto Grosso £19 kg, cif. Costa Rican unquoted.

Jalap: Unquoted.

Kola nuts: £440 metric ton spot; £420, cif.

Lanolin: BP grade £1.05 kg in 1 metric ton lots.

Lemon peel: Unquoted.

Liquorice roots: Root, no spot; £504, metric ton cif. Block juice £1,400 metric ton spot; Spray-dried £1.55.

Lobelia: European £2,950 metric ton, cif.

Rhubarb: Chinese rounds 60 per cent pinky £3.30 kg spot; £3, cif.

Saffron: Mancha £625 kg nominal spot.

Sarsaparilla: Jamaican £2,600 metric ton spot £2,580, cif.

Seeds: (metric ton, cif). **Anise**: China £870 for shipment. **Celery**: Indian £350. **Coriander**: Moroccan £180. **Cumin**: Indian £660. **Fennel**: Indian £435. **Fenugreek**: Moroccan £275; Indian £255.

Senega: Canadian £9.60 kg spot; £9.30, cif.

Essential and expressed oils

Almond: Sweet in 1-ton lots £1.40 kg duty paid. **Anise**: (kg) Spot £12.05; shipment £12.05, cif.

Bay: West Indian £10 kg spot; £9.90, cif.

Bergamot: From £48 kg spot nominal.

Bois de rose: £7.60 kg spot; £7.25, cif.

Buchu: South African £115 per kg spot; English—distilled £180.

Cade: Spanish £1.90 kg spot.

Camphor: White £0.95 kg spot; £0.85, cif.

Cananga: Indonesia £14 kg spot; £13.25, cif.

Cardamom: English-distilled £185 kg.

Cassia: Chinese £52 kg spot; £48, cif.

Cedarwood: Chinese £1.20 kg spot; £1.10, cif.

Cinnamon: Ceylon leaf £2.65 kg spot; £2.50, cif. English—distilled, £155.

Citronella: Ceylon £3.45 kg spot; £3.27, cif.

Chinese £3.50 spot and cif; Java £3.35 spot, £3.16 cif.

Clove: Indonesian leaf £1.45 kg spot; shipment £1.32, cif. English distilled bud £44.

Eucalyptus: Chinese £1.90 kg spot; £1.72, cif.

Fennel: Spanish sweet £8.40 kg spot.

Geranium: Bourbon £43.50 kg spot; £41.25, cif.

Ginger: Chinese £21 kg spot nominal; £18.75, cif. English—distilled (ex W. African root) £80; (Indian £43).

Lavender spike: £14.80 kg.

Lemongrass: Cochin £4.15 spot; £3.90, cif.

Lemon: Sicilian best grades from £26 kg in drum lots.

Lime: West Indian £15 kg spot.

Mandarin: £26 kg spot.

Nutmeg: East Indian £8.50 kg spot; £6.70, cif.

English distilled £15.

Olive: Spanish £1,420 per metric ton in 200-kg drums exwharf; Mediterranean origin £1,380.

Drawbar £207.61 ton on Spanish after packing in containers of 5 litres or less.

Orange: Florida £0.55 kg spot and cif. Brazil £0.53.

Origanum: Spanish 70 per cent £17.50 kg.

Palmarosa: £12.50 kg spot; £11.50, cif.

Pennyroyal: From £8.50 per kg spot.

Pepper: English-diffused ex black £120 kg.

Peppermint: (kg) Arvensis—Brazilian £4.30 spot; £4.35, cif. Chinese £2.75 spot; £2.70, cif.

Piperata: American Far West £12-£12.50 spot.

Petitgrain: Paraguay £8.50 kg spot; £7.35, cif.

Patchouli: Indonesian £15 spot; £13.50, cif.

Rosemary: Moroccan £6.80 kg spot; Spanish £7.50.

Sandalwood: Spot Mysore £52.50 kg nominal; East Indian £50.

Sassafras: Brazilian £1.90 kg, spot £1.80, cif.

Spearmint: Chinese £7 spot; £6.80, cif. American £13 spot.

Thyme: Red £45-50% £18 kg spot; nominal.

Vetivert: Java £13 kg spot; £10, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

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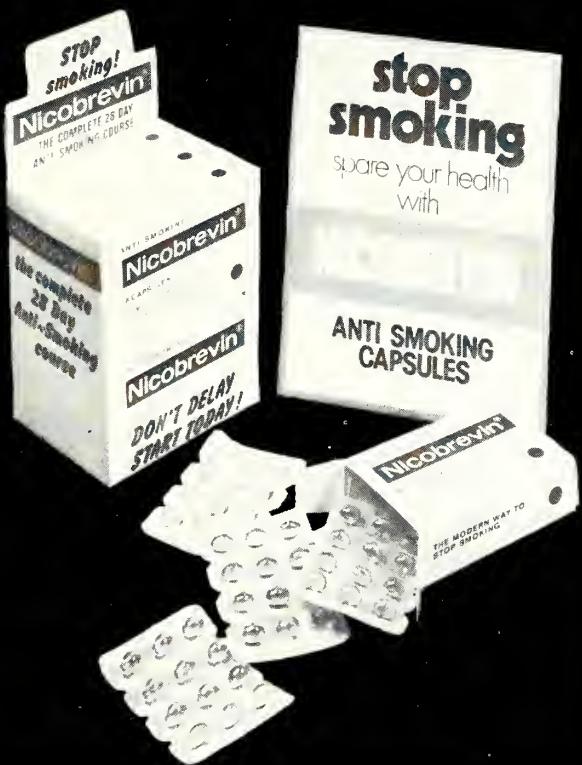
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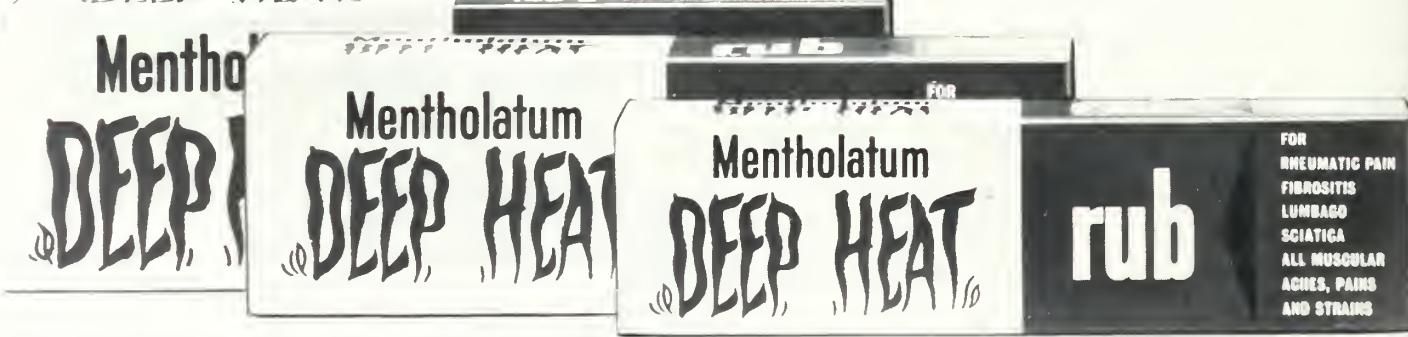
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